

JUL 30 1959

shipping MANAGEMENT

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JULY, 1959



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SERIAL RECORD I

JUL 31 1959

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WRITTEN FOR THE SHIPPER AND INDUSTRIAL TRAFFIC MANAGER

WHAT YOU SHOULD KNOW ABOUT PIGGYBACK



How to speed
motor freight
claim settlements . . . p. 34



How Crouse-Hinds
Slices 24 hours
from its
delivery time . . . p. 14

BULK RATE
U. S. POSTAGE
PAID
PONTIAC, ILLINOIS
PERMIT NO. 91

MODULAR PANELS
EXPEDITE INTERPLANT
PACKING AT
ROCKETDYNE . . . p. 22

go-how:

**it carries jet engines
from Indianapolis**

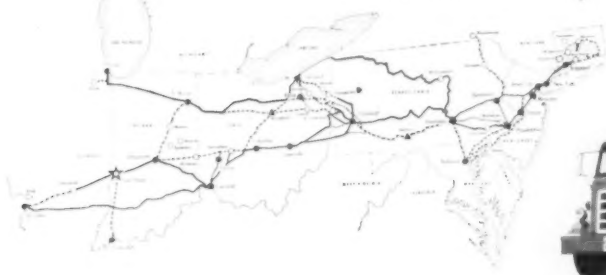
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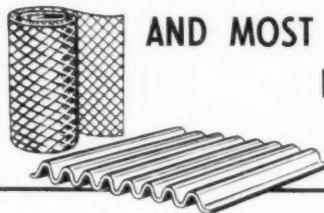
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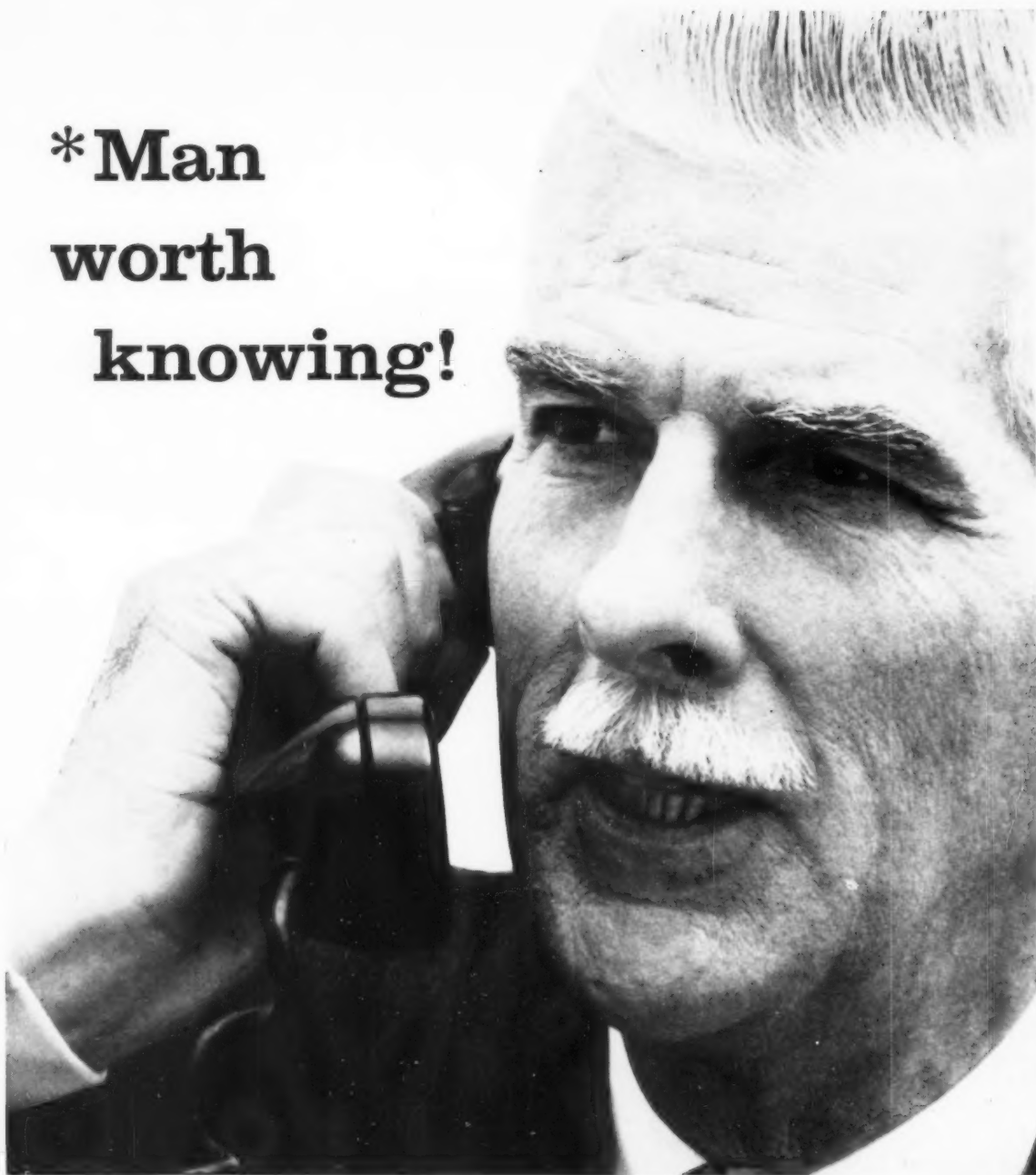
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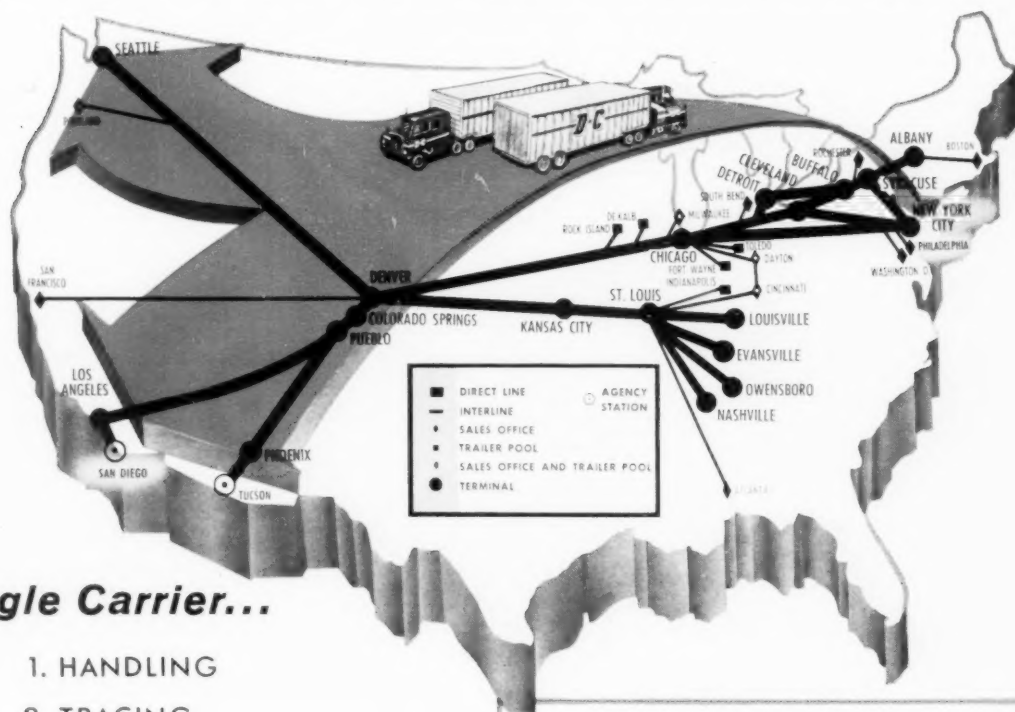
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IN THIS ISSUE....

Double-bottom service

Double-bottom over-the-highway vehicles may shortly begin operating on the nation's superhighways on a regular basis. In store for shippers? More overnight deliveries and faster motor freight transportation.

What you should know about piggyback

What is piggyback? How does it work? Why is it being used by a growing roster of companies? Here is a detailed analysis of one of the most significant developments in transportation today and what it means to you.

How to slice 24 hours from your delivery time: Crouse-Hinds

New equipment and alert procedures have made Crouse-Hinds' storage-order filling-shipping operation a model of efficiency and economy.

Collapsible wire baskets spark warehousing at James Lees

Problem: improved handling, increasing available storage space. James Lees' solution: heavy-duty, collapsible wire baskets—tailor-made for handling and warehousing.

Modular panels expedite interplant packing at Rocketdyne

The Rocketdyne Company's answer to skyrocketing interplant packing, handling and transport costs is modular panel packing. Here's why.

Is your weighing equipment up-to-date?

Why put up with weighing tie-ups and inaccurate shipping weights? Available from scale manufacturers today are a wide variety of scales, designed to meet every weighing need of the modern shipping department.

How to speed motor freight claim settlements—Part II

How efficient are your motor freight claim procedures? Where can they be improved? Prepared by one of the nation's foremost claims experts, here's a detailed survey of the ABCs of claims and steps you may take to hasten settlements.

How automated order-filling speeds shipments at Brunswick Drug

How prepaid highway shipments could save shippers \$62 million a year

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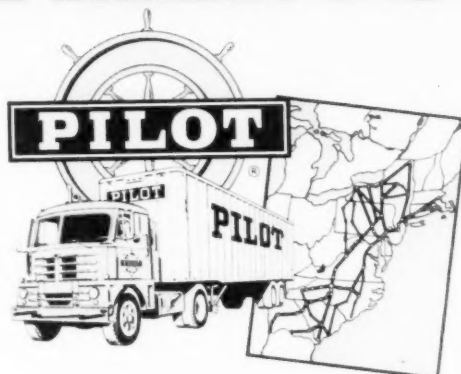


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THE NEW TANDEM

Here is the matchless Trailmobile tandem in an updated model that is lighter by hundreds of pounds. Newly designed rocker beams, a new, more stable 9-leave spring, and direct mounting of tandem to sub frame substantially reduce weight without sacrifice of strength.



P-64

see

THE NEW LANDING GEAR

This new unitized design brings you strength, light weight and perfect alignment in an easier-to-operate prop. A full 17" travel assures proper coupling under any ground condition. In addition, a positive locking feature prevents gears from disengaging while cranking.



P-68

see

THE NEW WIRING SYSTEM

The only wiring system that can be serviced with the trailer fully loaded now includes a new connector case that provides both 7-way and 6-way plugs, plus new quick-connecting terminals to simplify interchange when electrical connections do not match.



C-64

New CID Series '60 brings you six basic custom design opportunities to let you match trailers to *your* needs.

And the exceptionally low weights will amaze you!

see

THE NEW QUARTER PANEL

This is a husky aluminum extrusion which allows the roof fastenings to be moved to the outside of the trailer to eliminate the problem of leakage at all fastening points along front and sides. In addition it permits the roof sheets to be riveted.

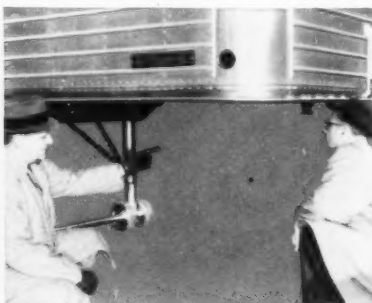


C-68

see

THE NEW UNDERFRAME

This is a new version of the Lo-Level underframe that incorporates the 2 3/4 inch grid type upper fifth wheel. New features include a strong extruded aluminum floor section between landing gear and upper fifth wheel and a choice of newly designed steel or aluminum cross members on 12" centers.



L-68

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8

Shipping Management — National Hi-Way Shipper

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Double-bottom service

It isn't official yet. But, from here, it seems more than likely that regular double-bottom over-the-highway service will get underway on the New York State Thruway later this summer.

Ever since last February, some of the nation's foremost motor carriers have been putting double-bottom vehicles (up to 98 feet in length and 65 tons in weight) through their paces on the superhighway. The purpose of the experiment is two-fold.

First, it is designed to convince Thruway officials and the general public that double-bottom service is fast, safe and efficient and that it will not endanger passenger traffic on the highway. And second, it is being used by motor carriers to ascertain just how much they will actually be able to pare from their operating costs by utilizing "truck trains."

The results so far? Terrific. Safety-wise, double-bottoms have come through the experiment with flying colors. Despite the fact that the units have made several hundred trips up and down the Thruway since February, they have been involved in only one minor accident—a prime example of highway safety plus!

Operationally, meanwhile, the tests have likewise indicated that the start of double-bottom service on the Thruway and other superhighways should lead to a whole host of economies and a big boost in over-the-highway efficiency for participating carriers.

From the standpoint of the shipper, the launching of regular "truck train" service on the Thruway and elsewhere will usher in a new era in motor freight transportation. Among the benefits accruing to shippers will be faster over-the-highway transport of their goods and a vast expansion in overnight delivery service. This, in turn, will enable motor freight users to take a new look at their inventories, to reevaluate their storage and warehousing needs and to examine more intently the possibility of pushing out their market boundaries.

Any way you look at it, double-bottom service is a new and important development in motor transportation. Just how important it is will be more than amply demonstrated, once Thruway and other road officials OK the system and allow double-bottom units to begin operation on around-the-clock schedules on the superhighways of the nation.

Publisher



Piggyback is mounting in importance as a tool being used by shippers to slash transport bills, reduce loss and damage and roll back soaring handling costs.

● The National Biscuit Company is sold on piggyback. Here's why.

Nabisco bakes its products at 12 key plants, strategically located around the nation. These products are then loaded aboard outbound truck-trailers and shipped via piggyback to the company's far-flung distribution centers and warehouses. From there, they are delivered to the firm's thousands of customers.

why Nabisco piggybacks

Moving fragile crackers and cookies efficiently from plant to customer is a tricky proposition. It calls for as few potentially damaging handlings as possible, speedy transportation and dependable service.

Piggyback, Nabisco reports, meets all three requirements. What's more, it has slashed Nabisco's distribution and handling costs significantly and

enabled the company to keep closer tabs on its shipments at all times.

Nabisco is typical of the growing array of shippers utilizing piggyback—actually trailer-on-flat-car service—on an expanding scale. And thanks to new equipment developments and steadily improving loading and handling techniques, piggyback should skyrocket in the near future, as the transport concept begins to “feel its oats” and lives up to its potential.

Says Guy W. Rutland, Jr., chairman of the board of the American Trucking Associations: “This country is about to witness a dynamic and dramatic realignment in freight transportation. New patterns are now developing which will bring an era of far greater cooperation between various types of transport than this country has ever known.”

The development of integrated transportation will be a key factor in this new partnership, Mr. Rutland

WHAT

emphasizes. “Freight packages will be passed along from carrier to carrier, like a baton passed by runners.”

His eyes on the galloping growth of piggyback, Mr. Rutland concludes: “By far the biggest opportunity ahead lies in truck-rail coordination. Despite some problems, you will see this develop apace.”

J. Robert Cooper, president of the American Trucking Associations, is also optimistic about the future of piggyback and truck-rail cooperation. “An increasing number of railroads,” Mr. Cooper points out, “are willing to cooperate with independent trucking firms to achieve coordination of transportation. The trend toward coordination is underway and on the march.”

what is piggyback?

Precisely what is piggyback? How does it work? What advantages does it offer the shipper?

Basically, there are three key piggyback systems in operation today. The first and simplest one involves the movement of freight-laden over-the-highway trailers from point to point aboard railroad flat cars.

The second (spearheaded by the Fruehauf Trailer Company, in conjunction with the General American Transportation Company) is an improvement on the trailer-on-flat-car principle. It works as follows: loaded highway trailers are hauled to a rail depot. They are then rolled onto a flat car from the end and fastened down. The trailer's wheels stay on and go along for the ride.

The key improvement incorporated in the Fruehauf-GATX system revolves around a set of caster wheels attached to the trailer's axles and

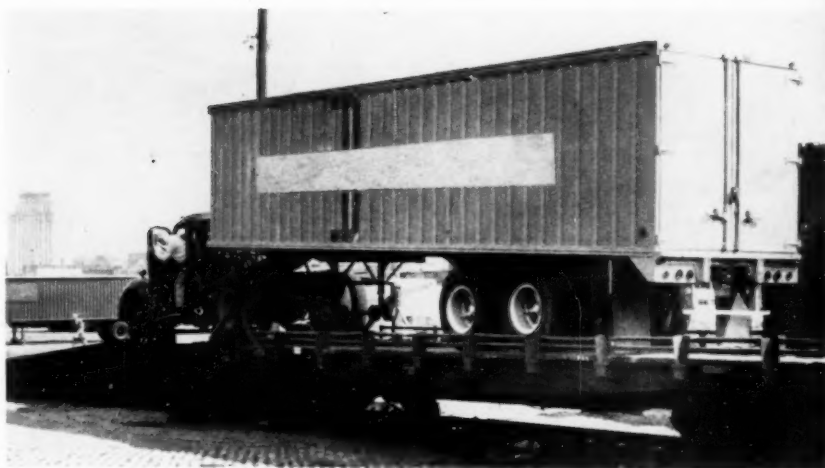
YOU SHOULD KNOW ABOUT PIGGYBACK

landing gear—the small retractable wheels designed to hold a trailer up when its tractor is removed. When a trailer equipped with these wheels is shoved onto its assigned rail car, the caster wheels ride on a sturdy steel frame in the center of the car. In this fashion, they secure the trailer to the rail car for the trip ahead.

Finally, there is a third system known as container shipping or boxyback. Boxback systems currently in use include:

Clejan. This is a development stemming from the joint efforts of the Fruehauf Trailer Company and the General American Transportation Company. It employs the Clejan piggyback car and flat-bed truck chassis. Using a simple cable and winch apparatus, the container is rolled, endwise, between chassis and rail car.

Flexi-Van. Developed by the New York Central Railroad, this procedure calls for a trailer to be backed up at



The simplest—and most common—form of piggyback currently being used links conventional over-the-highway trailer units and standard railroad flat car equipment.

right angles to the side of a flat car and moved onto a turntable located in the middle of the car. The trailer is then positioned for the trip, while the trailer chassis is hauled away.

Clark Mobilvan. This system employs high-capacity lift trucks to move outbound containers from over-the-highway vehicles to rail cars.

Adapto. A development of ACF Industries, the Adapto system encompasses a variety of general and special-purpose containers. Transfers from flat-bed truck to rail car are effected either by crane, roller or lift truck.

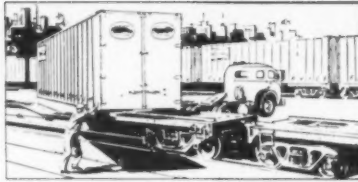
Under the Adapto system, goods-laden containers are transferred from flat-bed truck to rail car by crane, roller, or fork lift.



Stricktainer. A product of the Strick Trailer Division, Fruehauf Trailer Company, this system involves the use of a 17½-foot truck body container in conjunction with an adjustable trailer chassis capable of handling up to two containers simultaneously.

Utilizing one or more of these basic piggyback systems, the nation's motor carriers and railroads are providing trailer-on-flat-car service under four separate programs. There has been a good deal of confusion and controversy lately regarding these plans and it would be wise for the traffic manager to analyze and understand each.

Plan 1 calls for the transportation by rail of trailers owned and operated



Flexi-Van in operation.



"Piggyback is a dramatic breakthrough in transportation. Its growth will lead to faster, lower-cost service for shippers."

by motor common carriers. It offers the shipper a number of benefits, among these the transport flexibility and outstanding service provided by motor carriers.

Under this plan, the shipper never comes into contact with the railroad. Motor carriers solicit and bill freight at truck rates and pay the railroad either a division or a flat charge per trailer.

Plan 2, on the other hand, involves railroad trailers moving in railroad service, while Plan 3 calls for the shipper to provide his own trailers—either by purchasing or leasing them. Plan 4, finally, involves the movement

by rail of shipper trailers on shipper flat cars.

What does piggyback do for the shipper? One of its most important advantages is that it reduces handling to a minimum. Piggyback enables the shipper to move his goods from plant to customer, without those goods ever being rehandled in transit—from the time they were loaded aboard a trailer to the time they arrive at their destination.

The Crucible Steel Company, for one, ranks this piggyback feature as one of the major reasons why it uses the system so extensively. Producing a variety of specialty steel products,

Crucible has always found in transit damage a real headache. The company reports that since it started to use trailer-on-flat-car service, however, its damage claims have fallen sharply, thanks to reduced handling.

The same holds true for the Peterson Oven Company, another big user of piggyback. Since the firm began employing the system, damage to in transit products has declined substantially. Result? Better company-customer relations and a saving of thousands of dollars a year.

Analyzing the progress and potential of piggyback, Sidney Lifschultz—president of Lifschultz Fast Freight—believes that trailer-on-flat-car service "will propel freight transportation into the atomic age." His reason: piggyback's containerization concept.

"Piggyback is a dramatic and dynamic breakthrough in transportation offering thousands of large and small shippers faster and lower-cost service," he says. "It provides the only hope against rising costs for the transportation and distribution of goods."

piggyback benefits

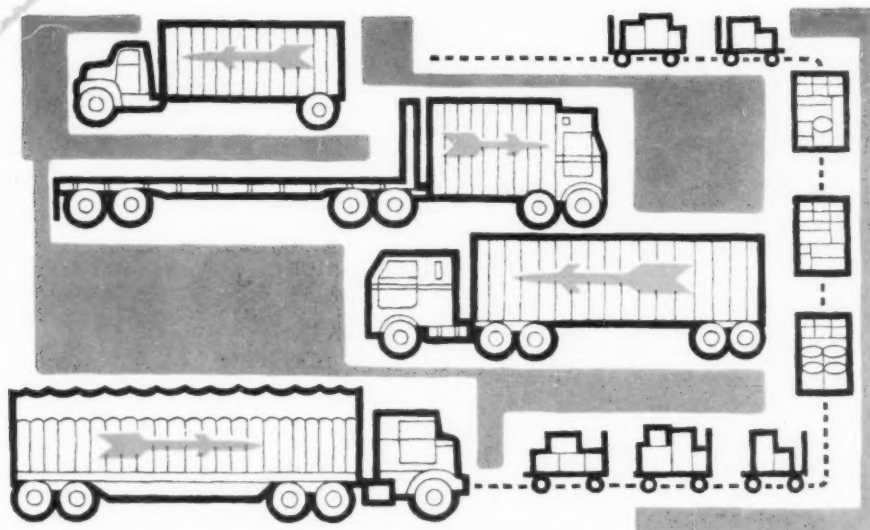
According to Mr. Lifschultz, among the tangible benefits accruing to piggyback shippers today—benefits which will be expanded as the service moves forward—are:

1. Substantial transport savings, due to fewer handlings and lower handling costs.
2. A marked speed-up of deliveries of goods from all parts of the world and a reduction in their shipping costs.
3. Sharply decreasing utilization of costly warehouse facilities.
4. A drastic reduction in inventory stockpiling.
5. A formidable reduction in loss and damage claims.

The Mobilvan system relies heavily on lift trucks to hoist and shift outbound containers from highway vehicles to railroad components.

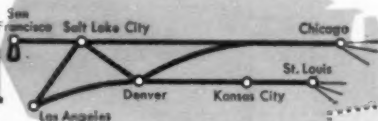


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Oakland	Olympic 4-1274
Los Angeles	ANgoles 2-3192

CHECK NO. 8 ON HELP-O-GRAM CARD

July, 1959

How to slice 24 hours from your delivery time

they're
doing it at the
Crouse-Hinds
Company

● The Crouse-Hinds Company has speeded up its order delivery schedule by a full 24 hours. How? By developing a streamlined shipping and handling operation utilizing an overhead truck drag, a series of conveyors and a fleet of power-packed fork trucks.

One of the nation's leading producers of electrical conduit fittings, Crouse-Hinds operates out of a two-building center in Syracuse. Its products are manufactured in one of these units, moved across the street to the company's mammoth warehouse and shipped from there to all parts of the world.

the system in action

In action, the Crouse-Hinds system is a model of efficiency and economy. As products roll off the assembly line, they are placed in open-end pallet crates, combined into unit loads and hauled—via trailer—across the street, from the plant to the warehouse.

Pulling up to the enclosed warehouse dock, the trailer driver flicks a switch in his tractor cab and an overhead warehouse door—electronically controlled—opens automatically. The trailer is then backed into position and unloading begins.

Moved to storage, the open-end pallet boxes are placed in their appropriate steel racks. These racks, each

11 feet in height, are spaced about 13 feet apart to enable industrial trucks to move freely. An additional feature of Crouse-Hind's warehousing setup: popular items, shipped in great quantities, are stored in racks nearest the receiving dock, reducing handling and facilitating shipment.

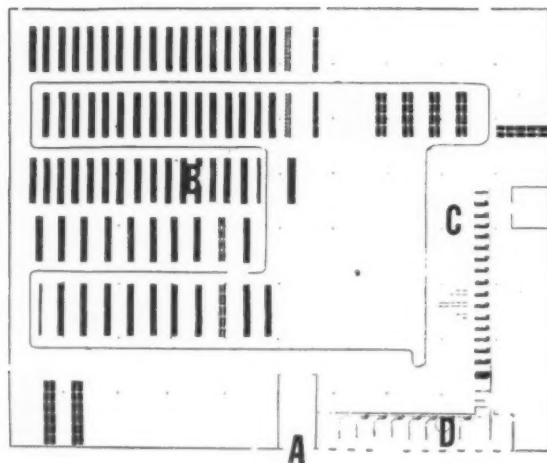
Operating between the various rack sections is a 1400-foot-long overhead truck drag system, onto which are hooked a series of four-wheeled carts. Working in the warehouse, order pickers keep an eye on the vehicles as they go by. When a picker notes that the code number listed on the blackboard attached to a cart refers to the product he oversees, he unhooks the vehicle from the overhead drag system and loads it. He then rehooks the cart on the dragline, erases his code number and marks the next code number on the cart's blackboard and sends it to another order-picking station.

Finally complete, the outbound order—still aboard the cart—is transferred to the packing department. Processed and packed, the consignment is then moved onto a roller conveyor. A unique, central control automatically directs the consignment to one of the warehouse's nine outbound loading docks. Electronically-controlled deflector gates take over, guide the order to the proper over-the-highway carrier, and the shipment is on its way.

man-handling cut

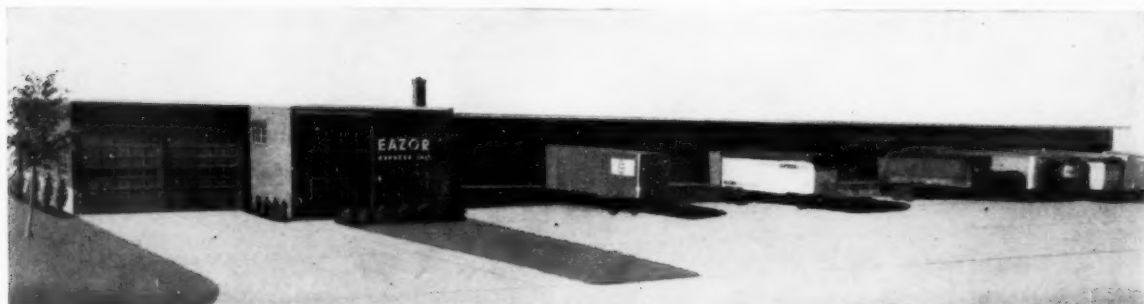
In terms of efficiency and economy, Crouse-Hinds current warehousing-shipping operation is a far cry from the system the firm formerly employed. Man-handling was the key-stone of the discarded setup. As a result, storage space was strictly limited, damage was heavy, and it took nine separate handlings to move an outbound consignment from Crouse-Hind's plant to its shipping docks.

The company's new procedure has eliminated all that. It has not only stepped up order-picking and processing, but has paved the way for the introduction of a new order-sheet system, the use of pre-cut stencil labels and other improvements. Result? A faster, smoother shipping-warehousing operation; reduced paperwork; and a sharp decline in Crouse-Hind's overall distribution costs.

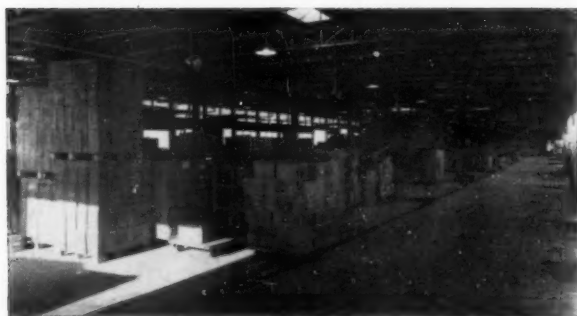


A birdseye view of Crouse-Hinds Syracuse center, showing (A) receiving, (B) storage area, (C) packing and checking section, and (D) truck docks.

Eazor Opens A New Chicago Terminal



TO *Chicago . . .* or **THRU** *Chicago . . .*



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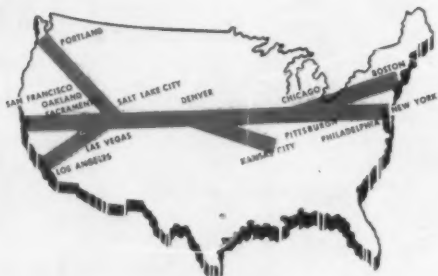


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July, 1959

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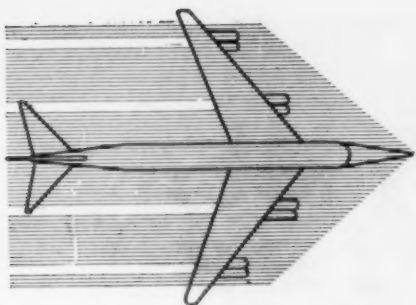
General Offices: 1450 Wabash, Terre Haute, Indiana. Connecting the Midwest with the Eastern seaboard: Baltimore, Bethlehem, Harrisburg, Jersey City, Philadelphia, Metuchen, Pittsburgh, Trenton, New York City, Bridgeport.

Eastern-IML straight line saves time

CHECK NO. 10 ON HELP-O-GRAM CARD

16

Shipping Management — National Hi-Way Shipper



AIR CARGO NEWS

An easy-to-use, streamlined domestic airbill—long sought by sky shippers—may be on the way at last!

Shipping Management - National Hi - Way Shipper has been informed that three airlines (TWA, American and United) have begun testing a simplified, compact version of the AC-1 domestic airbill. Purpose: to see how effective the new document actually is, with an eye toward a drastic re-vamping of the standard airbill now in use.

Developed by a joint Air Traffic sub-committee, the test airbill is a manifold interleaf form, composed of a shipper's receipt, origin station copy, invoice, carrier accounting copy, delivery receipt and consignee's memo.

Advantages of the new document include its reduced size and the ease with which it may be processed. It could also point the way to a significant reduction in pick-up and delivery paperwork; the elimination of a separate invoice and envelope; and simplified accounting procedures.

United Air Lines has linked cargo and passenger interline agreements with Aero Topografica, Air Charter, Austrian Airlines, Airviews, Karhumaki Airways and Scottish Airlines—all European carriers . . . Trans Carribbean Airways has launched twice-a-week all-cargo service in both directions between New York and Puerto Rico .

The big switch to jet-prop airfreighters is gaining momentum. Latest to hop on the bandwagon, with its recent purchase of five "swing-tail" Jet Age cargo planes from Canadair, Limited, is Seaboard & Western Airlines.

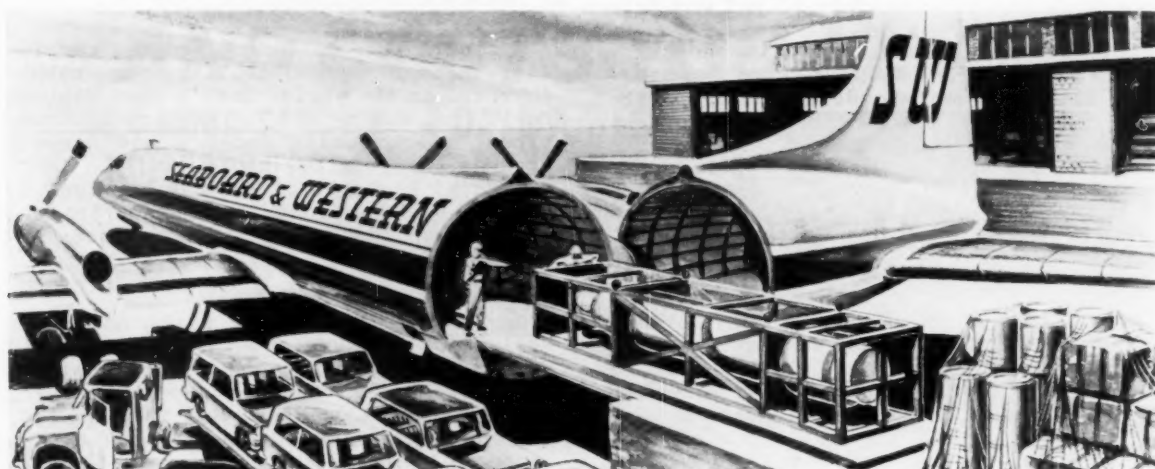
S&W expects to receive its first ultra-modern CL-44D-4 in November, 1960, with the other four planes comprising its order rolling off the assembly line shortly afterward. Target date set by the all-cargo line for the start of jet-prop airfreighter service across the Atlantic: Spring, '61.

Aside from its four Rolls-Royce Tyne-12 jet-prop engines, the most important new feature embodied in the CL-44D-4 is its unique tail section, which swings back laterally on hinges to permit the loading and unloading of cargo through the rear end of the fuselage.

Advantages of this innovation:

1) It permits the loading and unloading of 32.5 tons of cargo in 19 minutes—compared with the many hours required by conventional side-door freighter to load and unload from 12 to 20 tons.

2) It will accommodate airborne products weighing up to 65,000 pounds and measuring up to 85 feet in length, 11 feet in width and 6-3/4 feet in height. This will permit the CL-44D-4 to haul a variety of outside units, including heavy trucks, pipes and Bomarc-type missiles.





IATA's Air Traffic Conference has come up with a new Jet Age cargo reservations jargon. Purpose: to condense most booking requests into 40 letters or less.

"The object of the new message code," IATA reports, "is to make connecting flight reservations for cargo shipments faster, simpler and more accurate. Until now, cargo reservations have been spelled out at length. The new jargon, however, will require no more message space than a single line of type, yet will still be intelligible to any air cargo representative.

Continues IATA, "Let's say that Airline A in New York sends Airline B in London the following message: '160/10 B32/10 NN PAR 2PCS800K 121-789462.' In effect, what it will be saying will be that a shipment is scheduled to arrive in London on its flight 160 on the 10th of the month, for which space is required on Airline B's Flight 32, leaving the same day for Paris. In addition, Airline A will be telling Airline B that the consignment consists of two pieces of cargo weighing a total of 800 kilograms and that it has been assigned Air Waybill Number 121-7899462.

"Provision is available in the new code for transmitting special handling and stowage instructions, commodity descriptions, dimensions of bulky cargo and similar data. A complete description of the code, its use, abbreviations and procedures will be published shortly in various world airline guides," IATA concludes.

Off and running is Northwest Orient Airlines' trans-Polar service between New York and Tokyo, via Anchorage, Alaska. Westbound flights leave New York International Airport at 6:30 PM on Fridays, reach Anchorage at 1:32 AM on Saturdays and arrive in Tokyo at 10 AM Sundays. West to east flights, meanwhile, leave Tokyo at 7 PM on Saturdays, arrive at Anchorage at 11:55 PM Saturdays and letdown at International Airport at 6:40 AM Sundays.

The problem: distributing a new product to over 100 different points around the country in the fastest possible time. Behr-Manning's solution: air freight.

Not long ago, the Behr-Manning Company—a nationally-known producer of coated abrasives and similar items—decided to add a new nylon pad to its line. To do so effectively, B-M realized, required split-second timing. The pads had to be moved to dealers everywhere to coincide with the launching of an extensive advertising campaign, set to break in communities all over the nation on the same day.

Called in to arrange for the transport of the pads and assorted promotional materials was Emery Air Freight. Picking up the pads, Emery moved into high gear. The items were transferred speedily to regularly scheduled air carriers and hauled to their destinations—teletype-checked every step of the way by the freight forwarder.

Result? Deliveries were made right on time and the nylon pad was successfully introduced—from Maine to California—on the day set by the manufacturer.

A single bill of lading and one carrier door-to-door responsibility, to points anywhere in the world. That's what Neptune World Wide Moving and Air Express International are offering under a new air-van program girdling the globe.

Special features of the new service include integrated land-air transportation; reduced handling; complete insurance coverage.

Qantas Empire Airways will inaugurate Boeing 707 jet service on the 20th of this month. Flying times announced by the Australian carrier: San Francisco-New York, 5 hours and 15 minutes; New York-London, 6 hours and 30 minutes; San Francisco-Honolulu, 5 hours and 25 minutes.



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CHECK NO. 11 ON HELP-O-GRAM CARD

July, 1959





Unloading operations have been stepped up sharply at James Lees' Virginia facility. Here, a load of cotton yarn is being backed off an over-the-highway trailer.

Wire baskets spark warehousing at James Lees



● Collapsible wire baskets and a high-speed handling procedure have expedited the warehousing of raw materials and KOD receiving bottle-necks at James Lees and Sons' mammoth carpet weaving plant in Glasgow, Virginia.

Says Tom Faulkner, the company's receiving manager: "A switch from our former system to the use of wire boxes has added substantially to our available warehousing space by enabling us to go to vertical storage. In the process, we've stepped up our entire receiving operation and improved inventory control."

Producing some \$75 million worth

Using collapsible wire baskets, James Lees has been able to boost its available storage area. Reason: efficient floor-to-ceiling warehousing.

floor-to-ceiling storage

Ceilings throughout the plant are a uniform 18 feet high. And under the carpet manufacturer's new procedure, every inch of those 18 feet may be utilized for storage.

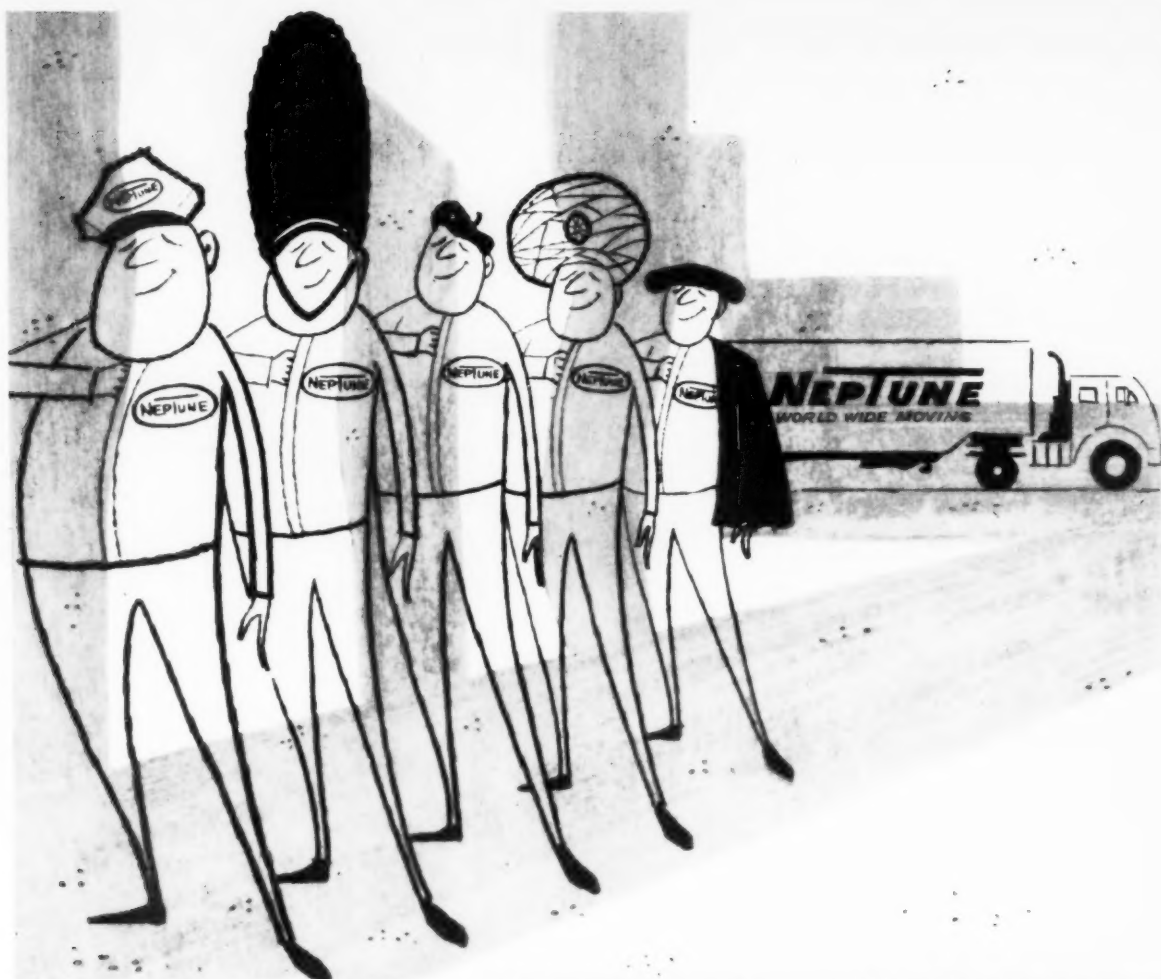
It wasn't always that way. Before the company adopted collapsible wire boxes for its storage activities, inbound raw materials were packed and stored in 24" x 40" x 30" containers. Moved via hand truck from point to point, these containers never lent themselves adequately to floor-to-ceiling stacking.

For one thing, they lacked the sturdy construction of the company's present wire units. For another, they were extremely difficult to handle. Result? Constantly toppling boxes, wasted storage space and zooming handling costs.

mechanized handling

Today, however, that situation has vanished. Utilizing 40" x 48" x 30" wire baskets, James Lees now moves its stored raw materials aboard fork lift trucks—capable of handling three laden baskets (weight: up to 1500 pounds) at a time. At their assigned storage points, the baskets are stacked quickly and efficiently, in rows running all the way from floor to ceiling.

Toppling has been eliminated as a hazard under Lees' new program. So has wasted storage space. And as an added bonus, the substitution of long lasting collapsible wire boxes for the company's former storage packing, has rolled back James Lees' warehouse packing costs drastically.



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July, 1959

21



Under Rocketdyne's packaging procedure, some 7,500 different container sizes may be produced from just 325 panel sizes.



Rocketdyne panels are stored flat, in this fashion. Result: a reduction in the firm's packing material storage needs.

Modular panels expedite

● Target: soaring packaging costs. Rocketdyne's weapon: an all-out packaging and handling improvement program. Outcome: a new and unique packaging system, which is slashing the North American Aviation Company division's shipping expenditures and boosting packing and handling efficiency to a new high.

Rocketdyne operates three closely-linked plants in Southern California. Parts, tools and instruments are constantly moving between these facilities.

Under Rocketdyne's former setup, the inter-plant transport of these materials was a Grade A problem. Vitality needed consignments were constantly delayed, due to ineffective packing techniques. And packaging costs were enormous. For example, during one three-month-period, it cost Rocketdyne \$7,345—in packing materials and labor—to keep parts needed in only one small facet of the firm's manufacturing activities moving between its three plants.

Determined to revamp the company's outmoded handling and packaging procedures, top Rocketdyne handling, packaging and methods engineers met recently and blueprinted

a new system. Their recommendation: the establishment of a reusable modular panel container plan, geared to achieve maximum protection and container size flexibility, while requiring only a minimum material inventory.

(The term modular stands for panels sized and created in such fashion that ends for one box size can be used as sides on other boxes and vice versa. All panels, under the modular plan, are interchangeable.)

next phase of program

The next phase of the Rocketdyne program involved applying a unique mathematical development to the modular system. Formulae were evolved so that the panel sizes required for a given number of container sizes could be determined on an electronic computer.

Using these formulae, Rocketdyne discovered that it was possible to produce a whopping 7,500 different container sizes from just 325 different panel sizes!

Now moving into high gear, here are the ABCs of the Rocketdyne program:

- A. An inventory of 48 different panel sizes — easily assembled into 259 container sizes — has been developed to handle 75% to 90% of all interplant packaging needs.
- B. Special spring clamps are being utilized in the assembly of these modular containers. Prime advantage: the clamps do not damage modular panels, thus permitting their repeated reuse.
- C. Packaging material is inventoried centrally at the main Rocketdyne plant, under the direct control and supervision of the Shipping Department.
- D. Inventories of packaging material are also being maintained at the division's two other plants, under the control of the Material Services Department.
- E. Packaging stations have been set up in each manufacturing department. At these stations, packaging is performed as a duty of the particular department. This increases "local" responsibility for the protection of parts, tools and instruments leaving or entering the department.



In developing its program, Rocketdyne utilized an electronic brain—the first time a computer has been used in packaging.



Determined to acquaint its personnel with the ABCs of modular packing, the firm is conducting an extensive training program.

interplant packing at Rocketdyne

F. Training aids and a training program have been worked out by the division's training department. Under this program, all personnel involved in carrying out the new packaging procedures are being fully trained in their particular jobs.

How much will modular panels save Rocketdyne? Under the firm's former setup, it spent over \$16,000 a year for packaging materials designed

to cover only one small phase of its inter-plant shipping operations.

Enthusiastic company officials estimate that, under the new system, approximately \$17,000 worth of packaging materials and panels will more than meet the inter-plant shipping needs of all three facilities. Since the panels are reusable, this adds up to a staggering reduction in Rocketdyne's once swollen packaging costs.

stencil addressing procedure has raised order processing and shipping at the Cicero plant to a new high in efficiency and a new low in paperwork costs. And, as a bonus, it has all but eliminated costly and embarrassing addressing boners.

Currently being tested by one of the nation's leading producers of X-Ray equipment is a new and unique system, designed to identify and sort packages automatically.

The system relies extensively on special metallically-treated tapes and X-Ray devices. A tape with a specific metallic coating is placed on a package. (The metallic coating "tells" what's inside the container.) X-Ray equipment is then turned on and an analysis is made of the metal with which the tape has been treated. Result? The product inside the package is identified quickly and accurately.

According to the firm experimenting with the procedure, the metallically treated tape is not particularly difficult to prepare. Nor is it especially expensive. As a matter of fact, the firm reports, the tape is currently being produced at a cost of about one-sixth of a cent per package.

De Mert and Dougherty marking setup speeds outbound orders

A high-speed manual marking system has whipped shipping paperwork and speeded up the processing of outbound consignments at the DeMert and Dougherty Company.

Manufacturing *Heet*, a gasoline additive, the Cicero, Illinois, firm operates under a taut shipping schedule that calls for an order to be out and on its way to the customer no more than four hours after it's received. The fact that the company meets its delivery deadlines successfully, day after day, is in no small measure attributable to the speed and efficiency with which it stencil-

addresses its customer-bound shipments.

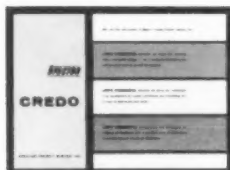
Here's how the D&D system works. When an order is received, invoice papers and a special "tab-on" stencil are immediately prepared. The stencil is then forwarded to the shipping room. Once the consignment has been made up and is ready to leave, the stencil is inserted in a hand-printer and the outbound containers are hand stamped with the name and address of the consignee. From 40 to 50 cartons per minute may be addressed in this fashion.

That's all there is to it. Yet the results, DeMert and Dougherty reports, have been outstanding. The

EVERY DAY'S A GOOD DAY AT

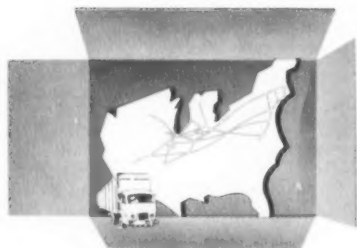
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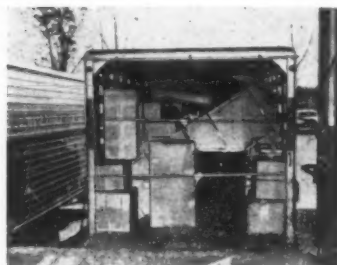


An Original Spectura by James Axelrod painted expressly for Spector Freight System, Inc.

NEW products

cargo locking mechanism

Designed to slash shipping damage by holding in transit freight securely in place is an improved cargo locking device for trucks and trailers, developed by the S&H Supply Company. Designated the *Load Stop*, the unit is made of heavy duty steel and has a friction-type jack. Weight of the entire mechanism: just under 15 pounds. Length when fully extended: eight feet.



Basically, the cargo locking device serves two purposes. First, it keeps in transit freight from shifting, despite jars and jolts. And second, it keeps cartons from falling out of the trailer when the vehicle's doors are opened.

(check 87 on Help-O-Gram card)

protective hand solution

Hand infections a problem among your shipping and handling personnel? Wash-ups take too long? Acrolite Products, Incorporated, believes it has the answer in a new hand compound.

Called *Protex-A-Hand*, the solution is designed to keep hands clean and germ free; to prevent dirt, grease and grime from clogging pores; and to cut washup time. Field tests allegedly have proven that one application of the solution forms an effective barrier against dirt and grime.

Protex-A-Hand is composed of lanolin and glycerine. It is packaged in a handy, easy to use aerosol can.

(check 88 on Help-O-Gram card)

fire resistant wrap

A new fire resistant wrap and vapor barrier has been announced by the American Sisalkraft Corporation. Its name? *Pyro-Kure*. Its composition? Foil and kraft paper, bonded together with a

flame extinguishing adhesive and reinforced with fiberglass strands.

Here's how the new material works. When the temperature surrounding the packaging reaches the combustion stage, the material releases gases or vapors. Result? The fire is smothered before it gets started.

The wrap is said to be non-toxic. It will not oxidize. As a vapor barrier and insulating material, it reportedly has exceptional waterproof and vaporproof qualities.

(check 89 on Help-O-Gram card)

loading dock heater

Specifically created for use on loading docks, a new heating unit has been announced by Thermal Aire, Incorporated.

The *Thermal Raye* heats with infrared rays. Its silica heating element is 98% transparent to infra-red, while its rays are directed by means of a semi-parabolic reflector.

Said to be the answer to cold-weather loading dock slowdowns and inefficiency, the heating device is easy and inexpensive to install. It may be suspended, like a fluorescent fixture, from the ceiling or the wall.

(check 90 on Help-O-Gram card)

rubber truck dock fender

Developed to minimize damaging jolts and jars occurring during truck docking is an improved rubber fender, produced by the Goodyear Tire & Rubber Company.



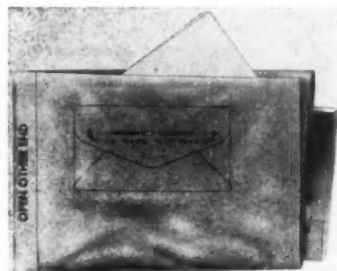
Built with a flat base, tapered sides and round front, the unit may be installed horizontally, vertically or diagonally. It comes in lengths of up to 19 feet for installation on wood, concrete or steel.

Fender base dimensions: four and a half inches. Height: three and three-quarter inches.

(check 91 on Help-O-Gram card)

shipping bag

A new shipping bag has been developed by the Jiffy Manufacturing Company. Dubbed the *Duo Bag*, it has an overlapping back seam, which forms a water-resistant envelope said to be ideal for documents, letters or other first class materials.



The bag itself is a regular padded shipping bag for product use. Products may be prepacked and their accompanying shipping documents or first class materials inserted later.

(check 92 on Help-O-Gram card)

floor rotating table

Developed to expedite the handling of inbound, outbound and storage-bound goods, an all-steel floor rotating table has been unveiled by the Engineering Products Company.

Geared to handle loads of 10,000 pounds plus, the table may be installed in or above the floor. Inner and outer ball bearings reportedly make for easy, efficient turning—even under the heaviest loads.

(check 93 on Help-O-Gram card)

twelve-in-one stamp

Said to be tailor-made to the marking needs of the shipping department is the *Dial-A-Phrase Stamp*, a product of Markay Products. Sturdy and easy to use, the device stamps 12 key shipping phrases.

(check 94 on Help-O-Gram card)

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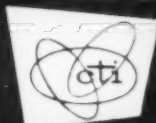
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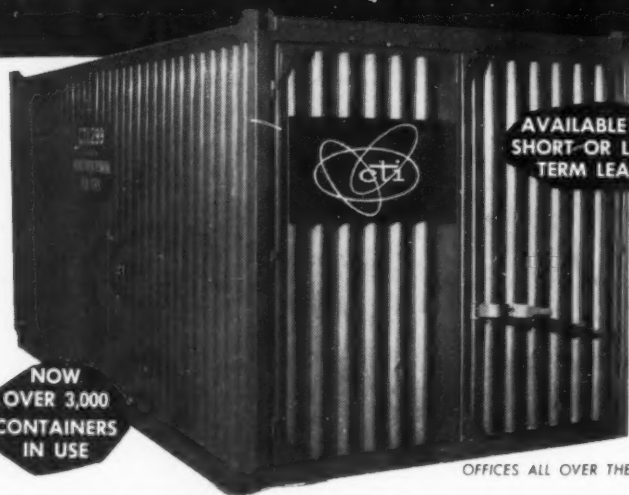
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NEWS you can use

lift truck scale expedites shipping at Berger Machine

Berger Machine Products, Incorporated, has KOd two shipping headaches with one industrial truck.

The Maspeth, New York, manufacturer of welded steel tubing and metal stampings ships large quantities of steel products every day. To transfer this material from storage to the loading dock, it employs a heavy duty lift truck equipped with a special scale.

Designed specifically to move right into over-the-highway trailers, the compact mh component has completely eliminated costly, time-consuming manual loading and stacking. What's more, since all outbound consignments may be weighed while they are still on the lift truck—instead of on the shipping dock—motor carriers are able to pick up their freight and get underway at a far faster clip than ever before.

wooden boxes boost Hardware Products' storage room by 50%

Storage problem? The Hardware Products Company had one—until it turned to an unusual shelving system utilizing wooden boxes with interior grooves and shelves.

Distributing a whole host of electronic parts, the Sterling, Illinois, firm stocks over 17,000 different items. Under its discarded warehousing arrangement, it kept these parts on rigid shelves. The system was a fairly efficient one, to be sure. But it had two important drawbacks. First, it was inflexible. And second, storing parts in this fashion simply took up far too much room.

Looking around for a solution to its problem, HPC eventually came up with its present system, which relies extensively on 29" x 18" x 15" wooden boxes. Strong enough to be stacked to any height, the boxes are grooved and equipped with wooden shelves which may be arranged to accommodate any product handled by the firm.

Advantages of the new system: a 50% boost in storage space and a new flexibility making it a simple matter to adjust shelves to meet varying inventory needs.

Shipping Management — National Hi-Way Shipper



Is your weighing equipment up-to-date?

● Nobody ships via horse-and-wagon, anymore. Nor are outbound orders packed in heavy, cumbersome boxes, designed to stand up under a long trip over rough, dirt roads.

Yet, at all too many companies today, shipping departments are still using weighing equipment smacking of horse-and-wagon days. Result: slow-motion weighing operations, constant tie-ups, delayed deliveries and boosted transport and handling costs.

Actually, there is no reason for this situation to persist. Scale producers have come up with a whole host of efficiency-building, cost-cutting weighing devices, designed to step up shipping. And any firm, analyzing its weighing needs and selecting the scales that suit it best, can streamline its weighing procedures and move goods to the customer at a stepped up tempo.

● At the Eberhard Faber Pencil Company, Wilkes-Barre, Pennsylvania, a scale—included in the firm's conveyor line—makes weighing a snap. Those products to be transported by truck (the bulk of Eberhard Faber's consignments) move right down the conveyor line, through filling, packaging, addressing and sealing to the

loading dock without a hitch. Only shipments moving via parcel post must be weighed separately. Even this operation, however, is a high-powered one—thanks to an up-to-the-minute zone scale and a highly effective postage meter.

● Damar Products, Incorporated, has solved its weighing problems through the establishment of a special weighing section, endowed with the last word in weighing components. The company weighs outbound packages post-haste on three zone scales. A battery of three postage meters also contributes substantially to the speed with which Damar handles, processes and ships its merchandise.

Why not check the weighing equipment in your shipping department with an eye toward making improvements geared to expedite the handling and processing of outbound consignments? To guide you in the selection of weighing devices, tailor-made to the needs of your shipping operation, here's a quick rundown of the key types of scales currently available to shippers:

Bench Scales. Usually lower capac-

ity units, bench scales may be purchased with either beam-type, over-under-head or automatic reading dial indicators. They are generally used at the working level and may be adapted, without too much difficulty, to a roller conveyor system.

Continuous Check Weighers. Tailor-made to the needs of firms at which underweight and overweight are persistent problems, these scales feature automatic cutoffs. When packages moving along the line are found to be over or under in weight, they may be sidetracked off the line automatically.

Counting Scales. Designed specifically for ratio counting assignments, these scales are usually far more accurate and far more adept at taking a count than most shipping room personnel. The system under which they operate involves evaluating a counted number of identical units against a batch of the same units at a given ratio. Available are scales incorporating a variety of ratios.

Dormant-Type Scales. Permanently installed at floor level, dormant-type scales fall into two categories: those embodying a full frame, in which the cabinet and platform are support-

ed by the steel frame, and those utilizing a semi-self contained form—a skeleton frame supporting the platform proper.

Built-In Floor Scales. Ideal for use in warehousing and similar activities, these scales can handle loads of close to 10 tons effectively. They come in a variety of platform sizes (range: 6' x 5' to 9' x 7') and are available with either beam arrangements or automatic indicating heads.

Counter Scales. These units are similar to bench scales in that they have a relatively low capacity and

are employed at the working level. Like bench scales, they, too, may be incorporated into a conveyor system. Primary uses: parcel post weighing, pre-packaging operations, check weighing and counting.

GE beats grease damage with speedy air freight shipments

Speedy, dependable air freight is General Electric's answer to a perplexing shipping and production problem.

Utilizing a grease compound in an all-important buffing operation, GE's Portable Appliance Plant at Brockport, New York, found that when subjected to low temperatures for extended periods, the grease froze and spoiled. Result? A heavy loss in time and money.

A switch to air cargo, however, has remedied GE's headache. Benefitting from high speed transportation and carefully controlled in transit temperatures, the company no longer has to worry about grease spoilage.

During a recent test shipment, for example, 426 pounds of grease compound left Detroit via air cargo at 8:35 PM and arrived in Rochester, New York, at 10:12 PM. Picked up at the airport by an air freight forwarder, the grease compound was delivered to GE's Brockport plant early the next morning—ready to use and in A-1 condition.

skid-proof paper bags ease handling at Kent Foods Co.

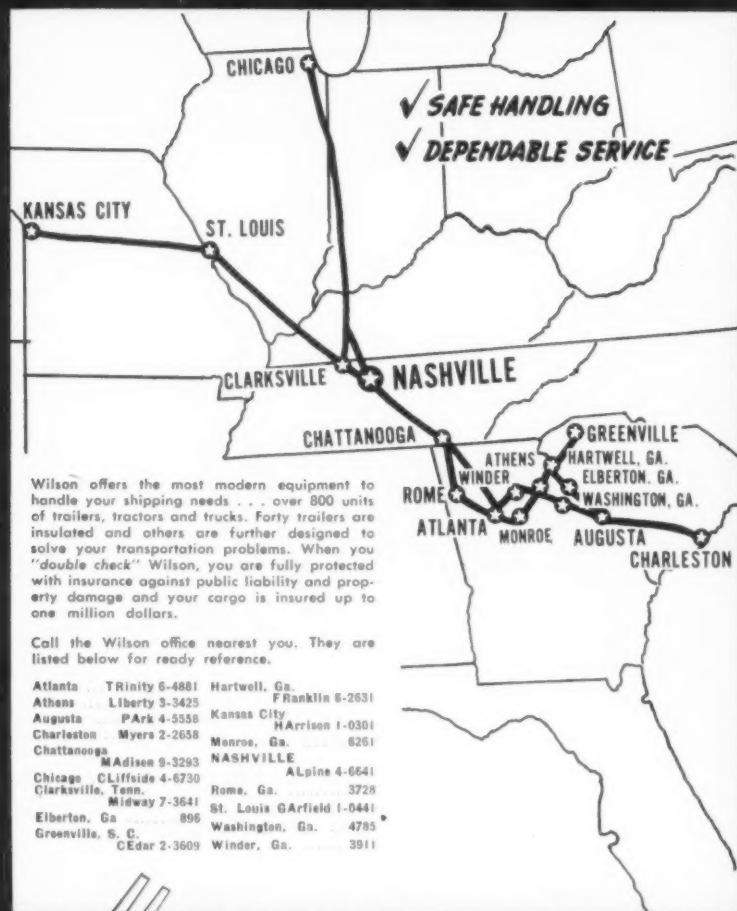
Defy gravity? They're doing just that at the Kent Foods Company. And the result is safer, easier handling, storage and shipping.



Manufacturing a variety of livestock and poultry feeds, the Muscatine, Iowa, firm is currently packaging its products in a bag made of a new type of anti-skid paper. The bag, Kent reports, holds its position more effectively during stacking. Moreover, since its gripping surface prevents movement, the bag may be tilted to "perilous" angles, expediting storage and loading.

Other advantages: reduced breakage and simplified packaging.

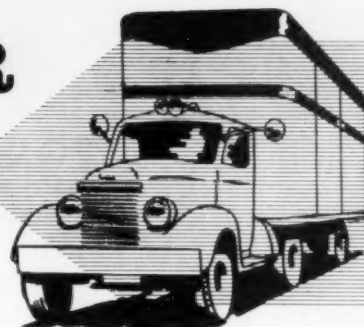
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WILSON TRUCK COMPANY, INC.

VIA MOTOR CARRIER



With the St. Lawrence Seaway moving into high gear, motor carriers and shippers are beginning to gauge the impact of the waterway on long established traffic-transport patterns.

According to W. Stanhaus, president of the Spector Freight System, over-the-highway "consignments between Chicago and many points in the Midwest, Great Plains, and as far south as the Gulf, will be increased appreciably in the near future as a result of the opening of the Seaway."

Mr. Stanhaus believes that motor carriers and shippers will be affected most by increased freight movements to and from points south and west of Seaway ports. Locations to the north have their own lake ports and also have a "lesser amount of production destined for export."

The full impact of the Seaway will only be felt, however, if dock handling facilities and procedures are improved, the Spector executive cautions. A step in the right direction: the increasing utilization of containers by truckers and steamship lines.

The containers now being employed, Mr. Stanhaus explains, are 17-foot-long freight carrying units. These units may be removed from a truck chassis by huge fork lift components or cranes. Two such containers are used instead of one 35-foot-long highway trailer.

Reports Mr. Stanhaus: "In the case of export shipments, the loaded containers are placed directly on board ship at the point of embarkation. They are then loaded onto a truck chassis at their destinations and are transported without repeated loading and unloading of freight. The containers are then returned, laden with merchandise bound for the Midwest."

Containerization, Mr. Stanhaus concludes, is already a key facet of Spector's and other carriers' sea-land service between New York and Puerto Rico. It can be expected to grow as an economical and efficient transportation procedure in the future, bestowing enormous advantages on carriers and shippers alike.

Boosting its over-the-highway fleet, the Dohrn Transfer Company has ordered 25 new IH diesel tractors. The vehicles will be utilized throughout Dohrn's operating

area. Cities served by the carrier include Chicago, Detroit, Columbus, Louisville, St. Louis and Clinton, Iowa . . . Cooper-Jarrett, Incorporated, has asked the ICC for permission to take over the Lukens Trucking Corporation of Philadelphia. The acquisition of Lukens would enable Cooper-Jarrett to service virtually every community in New Jersey, with the exception of a number of areas in Hunterdon and Sussex Counties.

T.I.M.E., Incorporated, has just issued a new daily schedule showing pickup and delivery dates covering consignments bound for cities in 35 states. The schedule is available, without cost. For your free copy, write to T.I.M.E., P.O. Box 1120, Lubbock, Texas . . . Associated Transport, Incorporated—expanding its highway force—has purchased 125 Fruehauf Volume Vans, 15 Fruehauf city delivery trailers, 100 IH diesel tractors, 64 G.M.C. diesel tractors and 30 Ford C.O.E. trucks equipped with 18' Fruehauf truck bodies.

In the midst of a mammoth expansion program, Eazor Express, Incorporated, has opened a new, half million dollar terminal in Chicago. The facility—regarded as one of the most modern of its type in the nation—can accommodate 50 tractor-trailers simultaneously and contains more than 20,000 square feet of dock handling space. Further expediting the handling of inbound and outbound motor freight at the terminal is a highly-effective drag-line conveyor system.

From its headquarters in Pittsburgh, Eazor services a wide area. It has terminals in Beaver Falls (Pa.), Buffalo, Chicago, Clarksburg (W. Va.), Erie, Greensburg (Pa.), Jamestown (N.Y.), Jersey City, New Martinsville (W. Va.), New York, N. Charleston (W. Va.), Parkersburg (W. Va.), Rochester, Sharon (Pa.) and Wheeling.

Brady Motorfrate, Incorporated, has installed a new 1400-mile private telephone system linking the carriers Des Moines hq

to its 13 terminals in seven states. The system is designed to enable Brady to speed up the processing of customer inquiries and to keep closer tabs on its over-the-highway units. Brady operates out of terminals in Des Moines, Fort Dodge, Chicago, Cincinnati, Dayton, Indianapolis, Kansas City, Omaha, St. Louis and St. Paul . . . The Adley Express Company has been granted management of McFaddin Express, Incorporated, a Stamford, Connecticut, carrier.

Roadway Express, in conjunction with the Pan Atlantic Steamship Corporation, is now providing a new, integrated sea-land service to and from Puerto Rico. The service provides for the movement of freight between any point in Puerto Rico and the Midwest. Roadway terminals are located in Cleveland, Toledo, Cincinnati, Detroit, Evansville, Chicago, Milwaukee, St. Louis and Louisville.

Interstate Motor Freight continues to add to its over-the-highway fleet. The carrier recently received 25 new tractors, 40 new trailers and 25 cab-over-engine Ford trucks with Fruehauf bodies. Cost of the new vehicles: close to \$1 million.

Incorporating the latest developments in motor freight handling and processing equipment and techniques, an ultra-modern terminal has been opened in Denver by Garratt Freightlines, Incorporated. Special features: a 200-foot truck dock, equipped with the most modern handling components available and a floor-type towveyor system, coordinated with centralized checking to move freight from point-to-point faster and more effectively.



Located on a 7-1/2 acre tract, the new facility also boasts an up-to-the-minute communications center, geared to provide consignors and consignees with the vital shipping data they need in a matter of minutes.

Available from the American Trucking Associations is an up-to-the-minute compilation of truck tolls on all of the nation's major bridges, tunnels, turnpikes and ferries. The 50-page reference work may be purchased from the ATA's Research Department, 1424 Sixteenth Street NW, Washington 6, D.C. Price: \$1 . . . Theft and pilferage are still major headaches for the freight shipper and carrier. While over-the-highway cargo thefts have declined slightly in recent months, thefts from local pickup and delivery vehicles have been skyrocketing and may hit a new peak this year. One thing the shipper can do to hold down thefts of his consignments: seek protective packaging that is as pilferproof as possible.

Motor carrier rates have been upped in Wisconsin. The Wisconsin Motor Carriers Association has issued supplements increasing class and commodity rates by six percent. Pickup and delivery fees have also been boosted, while minimum charges per shipment have been raised from \$2.20 to \$2.40.

Enhancing its already outstanding safety record, the Interstate Motor Freight System has been awarded the coveted Transportation Underwriters Trophy. Reason? IMF compiled more than 1 million continuous accident-free miles of over-the-road driving.

Cooper-Jarrett's over-the-highway work force is growing by leaps and bounds. In the midst of an enormous expansion program—designed to keep pace with an 18% rise in the company's volume of business during the first quarter of '59—the carrier has ordered 30 new high-cube model Super Econovans.

Cooper-Jarrett's routes extend from the Midwest to the Atlantic seaboard. Terminal cities include: Cleveland, Wallingford (Conn.), Chicago, Kansas City (Mo.), Philadelphia, Trenton and Jersey City.

Consolidated Freightways, Incorporated, has temporarily taken over the management of Liberty Motor Freight Lines. Liberty (hq: Secaucus, New Jersey) services Boston, New York, Philadelphia and Baltimore . . . Hennis Freight Lines has completed a new terminal in Roanoke, Virginia.

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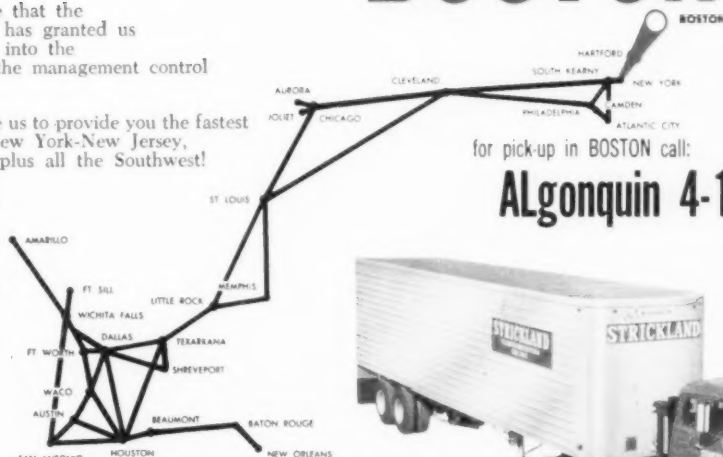


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Dallas, Texas

CHECK NO. 18 ON HELP-O-GRAM CARD
July, 1959

HOW TO SPEED MOTOR FREIGHT CLAIM SETTLEMENTS

This is Part II of L. K. Edmunds' survey of freight claims. Part I appeared in the June issue of *Shipping Management—National Hi-Way Shipper* and discussed such claims problems as improper packaging, articles of high value, perishable goods and shipper's load & count.

ment is refused or the consignee fails to take delivery after an arrival notice is given, there is a 48-hour period within which the shipment must be removed from the carrier's premises. (See Section (4), paragraph (b), of the bill of lading contract.)

At the expiration of this period, the carrier becomes a warehouseman and liability is restricted to negligence only. At the carrier's discretion, the shipment may be transferred to a public warehouse and responsibility under the original contract expires.

● Damaged cartons are regularly refused by consignees, without knowing it is their obligation to accept delivery and mitigate the carrier's loss. The consignee is not expected to act as a carrier's salvage agency, but if repairs or replacement are practicable there is definitely an obligation to do so. The carrier is only charged with putting a shipment back into the same condition as shipped.

Then, too, many cartons look damaged but the contents are found to be in good condition. A carrier can hardly be expected to pay for a whole carton or a whole shipment when only the container is affected or it is only partly damaged. There might be justification in offering to pay for only that part of the shipment actually lost or damaged.

damaged goods

Many controversies involve the disposition of damaged goods. Any businessman will agree that, a customer who is asked to pay for merchandise is entitled to it, yet do not realize the carrier, in like manner, is entitled to damaged freight if he is to pay for it. Failure to relinquish the salvage presents a problem that must be straightened out before a claim can be adjusted. If salvage has been accidentally sold or destroyed by the consignee, the carrier is still entitled to a credit.

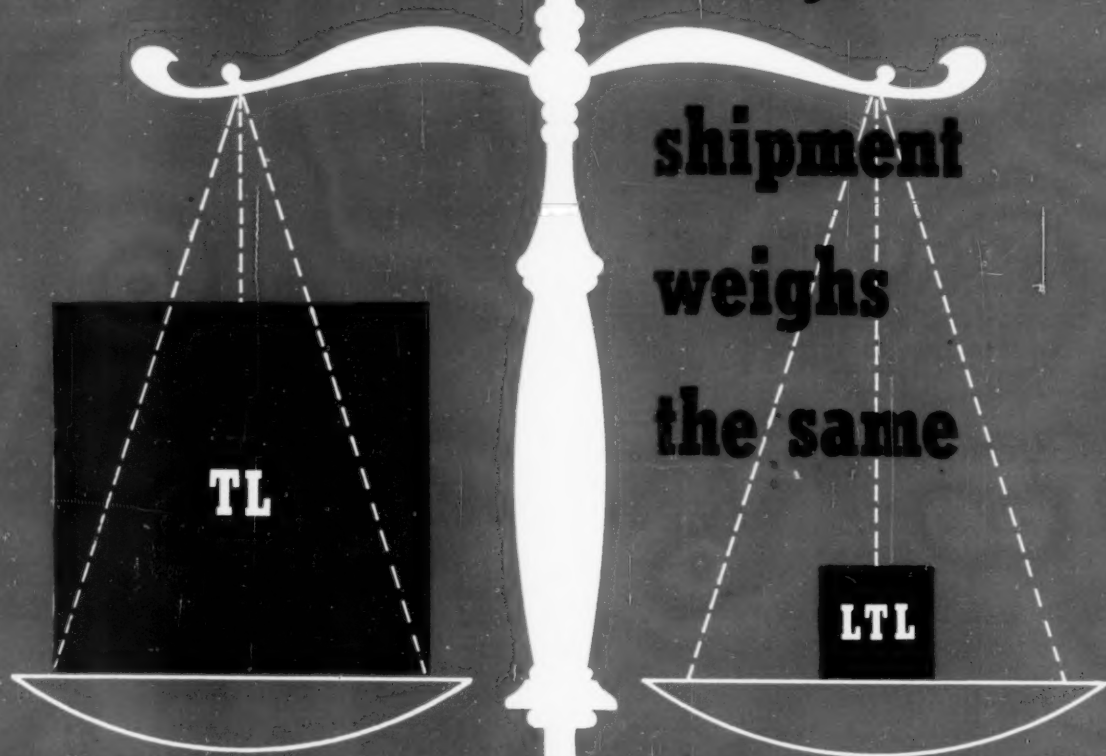
Common carrier responsibility is quite broad and while the shipment is in transit it applies. When a ship-

STANDARD FORM FOR THE HANDLING OF CONCEALED LOSS AND CONCEALED DAMAGE CLAIMS	
SHIPPER'S FORM	
INFORMATION REQUIRED FROM SHIPPER IN SUPPORT OF CLAIM FOR CONCEALED LOSS OR CONCEALED DAMAGE	
SHIPPER'S CLAIM NO.	CONSIGNEE'S CLAIM NO.
POINT OF ORIGIN.	DESTINATION.
DATE.	NUMBER OF PACKAGES.
SHIPPER.	CONSIGNEE.
COMMODITY.	
INFORMATION REQUIRED	ANSWERS
1. When were the goods packed, if known?	
(a) Where were the goods packed?	
2. Were all the articles for which claim is made packed in container in good order?	
(a) Was each article in (this package) (these packages) examined when packed or re-shipped, before delivery to the carrier?	
(b) Does your record indicate whether or not the container was packed to its full capacity with the property shipped?	
(c) If not packed full, what material occupied the remaining space?	
3. Was the package protected against abstraction of or damage to contents by being strapped, sealed, corded, or otherwise specifically protected?	
(a) If so, how?	
4. On what date was shipment delivered to truckman?	
(a) Was the shipment delivered truckman before or after 12 o'clock noon?	
(b) Was the delivery made to the carrier by your own truck?	
(c) If not, give name of trucking company.	
(d) Give name of driver in either case, if known.	
(e) If not delivered by truck, state how delivered.	
I hereby certify the foregoing statement of facts to be true in every particular, to the best of my knowledge and belief	
Dated at.	Signature.
Date. 19....	in what capacity employed

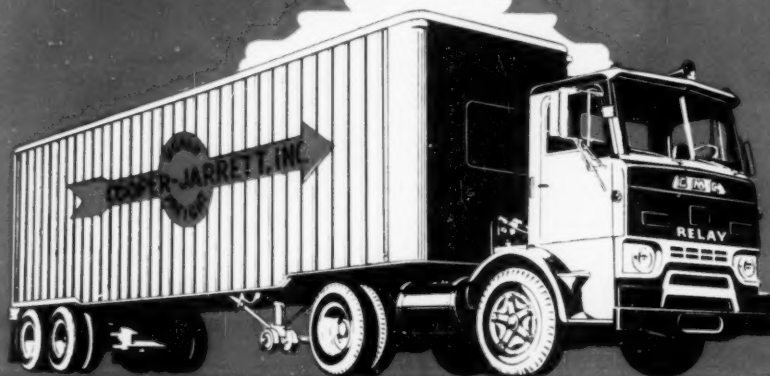
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Section 1, paragraph (b) of the bill of lading contract presents a rather unique problem in that it relieves the carrier when loss or damage is due to an act of God, the public enemy, or the authority of law. Floods, tornadoes, hurricanes and even unusual rains may cause damage. If the carrier has used reasonable precautions in avoiding these hazards, payment of claims may be refused under certain conditions.

special damages

When accidents happen, the owner sometimes suffers a greater loss than the established value of the goods, and this must be recognized. The carrier, on the other hand, has no knowledge of the peculiar circumstances involved in every shipment and cannot be expected to pay for losses that are not normally anticipated. Loss of business; loss of profits; time wasted in waiting for delivery; phone calls to replace orders; the cost of filing claims, are examples of special damages that cannot be collected under the ordinary bill of lading contract.

When only part of an article is shipped and it is lost or damaged, a very difficult problem occasionally

arises. The actual loss may exceed the value of the goods shipped, especially where replacement is difficult or impossible. Because the carrier has not contracted to haul the complete article, his responsibility cannot be extended to cover the parts or pieces that never came into his possession.

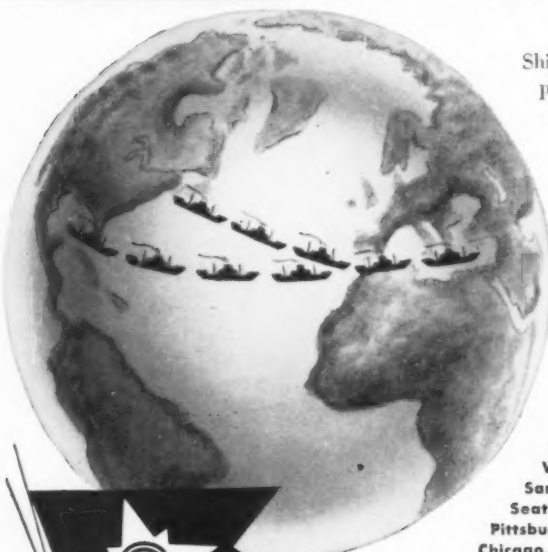
Can the claimant collect the full value of the complete article rather than the value of the lost or damaged part? According to Marcia Frock v. New York Dress Delivery (29 NYS (2nd) 322), the carrier is liable only for the value of the parts shipped and not the complete article.

released valuations

The Interstate Commerce Act specifically prohibits the carrier from limiting its liability except when released valuation ratings are authorized by the Commission. Released ratings give the shipper the alternative of limiting liability in return for a cheaper rate or paying a higher rate for more coverage.

Once a shipment has been released, the bill of lading cannot be changed and claims must be settled accordingly. If the claim exceeds the released value, it must be amended

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before settlement can be expected.

discounts

Some invoices are subject to trade discounts which must be taken into consideration to determine the actual cost of merchandise shipped. In like manner, these discounts must be applied to the amount of the claim to arrive at the proper cost of the goods lost or damaged.

what constitutes a claim?

Someone is always asking, "What constitutes a formal claim?" The requirements of a formal claim are logical and quite simple. First, and most important of all, the claim must be filed with the carrier in writing. Phone calls, inspection reports, notations on freight bills and correspondence that does not indicate a claim is being filed, do not apply.

Secondly, there must be a demand for a certain amount of money. Thirdly, the shipment on which the claim is being filed must be identified and lastly, it must be filed with a recognized agent or employee of the carrier.

expediting a proper claim

Under the most favorable conditions it is often an aggravating and time-consuming job to collect for lost or damaged freight. But it can be simplified by following these suggestions:

- (1) File claims correctly, supported properly and against the right carrier.
- (2) If the claim is not acknowledged or paid immediately, ask the carrier for an explanation.
- (3) Know what problems might arise in each claim and how to deal with them.
- (4) Supply the carrier with information or documents requested as promptly as possible.
- (5) Identify claims by the carrier's number whenever forwarding information or requesting status.

If the claim is reasonable, the carrier is solvent and there is recognized proof of liability, a little cooperation and common horse-sense is all it takes to make claims a day-in, day-out routine matter.

A better understanding of the prob-

lems that might be encountered, the information and documents required and a knowledge of what to do at the right time are all that is needed to simplify what otherwise so often becomes a distasteful and controversial chore.

prompt settlement

Prompt settlement of claims is one of the greatest services a carrier has to offer. They, therefore, usually process claims as quickly as possible to maintain their reputation. If a claim is not settled within a reasonable time, several things could be wrong:

- (1) The carrier did not receive the claim.
- (2) The claim did not properly identify the shipment involved.
- (3) The claim was filed with the wrong carrier.
- (4) There is a question of liability, the amount or that it has been seasonably filed.
- (5) The carrier is insolvent or cannot financially afford to make payment.

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mh equipment slashes truck dock tieups, speeds loading

There are no costly delays and tie-ups at the Dunham Carrigan & Hayden Company's truck docks. High-speed mechanized loading and unloading procedures are enabling the San Francisco hardware wholesaler to maintain a taut shipping, receiving and warehousing schedule—a schedule virtually impossible under man-handling conditions.

Operating out of a four-story warehouse, DC&H receives, stores and ships over 100,000 different hardware items. Many are bulky, hard-to-handle metal products.

To handle these smoothly and efficiently, the company relies extensively on a task force of rugged industrial trucks. In receiving, for example, inbound items are unloaded and transferred to storage aboard a stand-up end control truck (lifting capacity: 3,000 pounds) and a low-profile center control truck (lifting capacity: 4,000 pounds) designed to move right into over-the-highway vehicles with the greatest of ease. The pair of industrial trucks are also employed successfully in DC&H's loading operations.

As a result of its mechanized handling setup, DC&H reports that it is now unloading up to 25 inbound highway trucks a day and loading outbound vehicles at a far faster clip than ever before. Handling costs, moreover, have fallen sharply, along with employee accidents and product damage.

AMF saves \$143 per unit with special corrugated container

Heavy-duty corrugated containers have slashed packaging costs by an estimated \$143 per unit at the American Machine & Foundry Company's Brooklyn, New York, plant.

Producing filter-tip cigarette manufacturing equipment, the facility used to pack its outbound machinery in bulky, hard-to-handle boxes costing about \$215 (for labor and materials) per unit. Today, however, it ships its equipment in corrugated containers composed of four layers of kraft line and three layers of fluting. Cost of the new container: \$71.

Aside from a drastic reduction in its packaging expenditures, the AMF facility has also reaped a number of other important advantages from its improved packing procedure. For one thing, its new container is over 300 pounds lighter than the box formerly used. And for another, it is far

more compact, easier to pack and unpack and safer than the packaging component it replaced.

polystyrene trays KO product damage at Coilcraft Company

Safeguarding delicate radio and TV parts from in transit damage used to be a real problem at the Coilcraft Company. Not anymore, though. Utilizing expanded polystyrene trays, the Cary, Illinois, firm has rolled back shipping damage, eased in-plant handling and improved its entire distribution operation.

Under the Coilcraft system, the moment coils, transformers and other company products roll off the assembly line, they are placed in shock-proof polystyrene trays. In these trays they pass through their final quality tests, are marked with their appropriate company product designations and are assorted for shipment.

Still in their trays, the components travel to the packaging area. There, trays and products are packed in corrugated cartons, ready to move out to the customer or to storage.

Reports Coilcraft official William Desmond: "Safer handling is only one advantage of our new system. Another is the fact that, filled in this way, shipping containers will accept up to 15% more merchandise with maximum safety. The same standard size shipper is packed better and more safely, while the unit cost of shipment per unit is reduced."

"Still another result of the use of expanded polystyrene trays," concludes Mr. Desmond, "is convenience at the customer's end. The trays may be disposed of much more easily than the bulky and hard to handle packing used previously. Some of our customers, moreover, use the trays for materials handling purposes in their own plants."

How do you shield the finish of an electric typewriter from in transit damage caused by the shipping container itself? IBM electrics are reaching customers in A-1 condition these days—thanks to a switch by the firm to a corrugated carton equipped with a special interior boxboard liner. The liner is treated with an effective, abrasion-proof polyethylene resin coating. Result? It holds a typewriter securely in place during shipment, without scratching the machine's finish.



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HELP-O-GRAM

July 1, 1959

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| <input type="checkbox"/> 6 | <input type="checkbox"/> 16 | <input type="checkbox"/> 26 | <input type="checkbox"/> 36 | <input type="checkbox"/> 46 | <input type="checkbox"/> 56 | <input type="checkbox"/> 66 |
| <input type="checkbox"/> 7 | <input type="checkbox"/> 17 | <input type="checkbox"/> 27 | <input type="checkbox"/> 37 | <input type="checkbox"/> 47 | <input type="checkbox"/> 57 | <input type="checkbox"/> 67 |
| <input type="checkbox"/> 8 | <input type="checkbox"/> 18 | <input type="checkbox"/> 28 | <input type="checkbox"/> 38 | <input type="checkbox"/> 48 | <input type="checkbox"/> 58 | <input type="checkbox"/> 68 |
| <input type="checkbox"/> 9 | <input type="checkbox"/> 19 | <input type="checkbox"/> 29 | <input type="checkbox"/> 39 | <input type="checkbox"/> 49 | <input type="checkbox"/> 59 | <input type="checkbox"/> 69 |
| <input type="checkbox"/> 10 | <input type="checkbox"/> 20 | <input type="checkbox"/> 30 | <input type="checkbox"/> 40 | <input type="checkbox"/> 50 | <input type="checkbox"/> 60 | <input type="checkbox"/> 70 |

new products

- | | | |
|-----------------------------|-----------------------------|------------------------------|
| <input type="checkbox"/> 71 | <input type="checkbox"/> 81 | <input type="checkbox"/> 91 |
| <input type="checkbox"/> 72 | <input type="checkbox"/> 82 | <input type="checkbox"/> 92 |
| <input type="checkbox"/> 73 | <input type="checkbox"/> 83 | <input type="checkbox"/> 93 |
| <input type="checkbox"/> 74 | <input type="checkbox"/> 84 | <input type="checkbox"/> 94 |
| <input type="checkbox"/> 75 | <input type="checkbox"/> 85 | <input type="checkbox"/> 95 |
| <input type="checkbox"/> 76 | <input type="checkbox"/> 86 | <input type="checkbox"/> 96 |
| <input type="checkbox"/> 77 | <input type="checkbox"/> 87 | <input type="checkbox"/> 97 |
| <input type="checkbox"/> 78 | <input type="checkbox"/> 88 | <input type="checkbox"/> 98 |
| <input type="checkbox"/> 79 | <input type="checkbox"/> 89 | <input type="checkbox"/> 99 |
| <input type="checkbox"/> 80 | <input type="checkbox"/> 90 | <input type="checkbox"/> 100 |

Name _____ Title _____

Company _____

Address _____

Type of Business:

☐ Manufacturing; ☐ Wholesale; ☐ Retail

Major Products: _____

NEWEST - FASTEST! STENCILING METHOD

UNIVERSAL
ROLL-A-STENCIL
TRADE MARK



- **THREE TIMES FASTER** than brushing or spraying for production stenciling of cartons and boxes.
- **MOST ECONOMICAL ROLLER METHOD.** ROLL-A-STENCIL INK costs less than 1/3 the price of other roller inks. Available in black and 5 colors.
- **PATENTED TWIN ROLLER DESIGN** gives neat as print stenciled impressions in one fast stroke.
- **30 SECONDS TO INK** special self contained ink roller. One inking lasts up to 1000 stenciled impressions.

ROLL-A-STENCIL is a proven dependable product . . . **WRITE FOR COMPLETE INFORMATION.**

UNIVERSAL FOUNTAIN BRUSH CO.
ST. PETERSBURG, FLORIDA

CHECK NO. 24 ON HELP-O-GRAM CARD

BECOME AN EXPERT IN TRAFFIC and TRANSPORTATION

Today the man trained in **TRAFFIC AND TRANSPORTATION** is one of the most important and well paid individuals in business and industry. Thousands of firms need experts on rates, tariffs, regulations, etc.

We train you thoroly at home in spare time thru the famous LaSalle Problem Method under the personal guidance of expert traffic authorities.

Splendid opportunities developing rapidly in **MOTOR TRUCK** and other phases of the Traffic and Transportation field.

Get the facts. Mail coupon today for **FREE 48-page book, "Traffic and Transportation—the Fast Growing Profession."** Learn about the opportunities and how you can qualify as an expert in the **TRAFFIC AND TRANSPORTATION** field.

LASALLE EXTENSION UNIVERSITY
A Correspondence Institution
417 S. Dearborn St., Dept. 797T, Chicago 8, Ill.

Name.....

Address.....

City..... Zone..... State.....

CHECK NO. 25 ON HELP-O-GRAM CARD

40

DELIVERY TIME CUT on LTL, truckload shipments through Kansas City with this line's new terminal. Check 20.

FAST, DEPENDABLE all-water service to the Near East is the specialty of this steamship line. Check 21.

CARTONS CAN'T TEAR or open in transit if you use this reinforced gummed sealing tape. Check 22 for info.

SERVING THE EASTERN SEABOARD. Reliable, speedy, safe motor freight service. Check 23.

ADDRESS SHIPMENTS THREE TIMES FASTER with this new method. You roll on the address like rolling a rubber stamp. Check 24.

TRAFFIC COURSE at home compiled by 175 prominent traffic executives. For further details check 25.

TOUCH-STENCILING eliminates stencil boards, rubber stamps and label typing. **FREE** booklet on this hand duplicator if you check 26.

TERMINALS AND OFFICES in principal cities, long experience help this trucking company give speedy service and safe delivery. Check 27.

DIRECT, DEPENDABLE, FAST. Motor freight service thru Tenn., Ky., Mo., Ga., Ala., and Ohio. Details, check 28.

SAFER, FASTER SHIPPING when you make stencils with this company's machine. **FREE** pamphlet is yours for checking 29.

BREAK BOTTLENECKS in addressing multiple shipments by typing stencil on typewriter and then printing with special applicator directly on carton or label. **FREE** brochure, check 30.

MOTOR FREIGHT problems vanish when you turn your shipment over to this carrier. Interested? Check 31.

ELIMINATE TRACING PROBLEMS with this carrier. Scheduled on line and off line. Check 32.

LET ONE DELIVERY, PICKUP DO THE JOB. Connecting line service on shipments to all states. Want the facts? Check 33.

(Continued on page 42)

ATTENTION... MOTOR TRANSPORT EXECUTIVES!



MAJOR A. RIDDLE, for many years a prominent truck lines owner and executive, now owner and general manager of . . .

the Dazzling
DUNES HOTEL & CASINO
LAS VEGAS' MOST LAVISH RESORT

INVITES YOU TO write, wire or phone for reservations. He will always give your calls or messages **TOP PRIORITY** "Every Motor Transport Executive will get **PERSONAL ATTENTION** and **RED CARPET TREATMENT**" all the way!" says the "Major"



Las Vegas habitués know that the **NEW DUNES** can't be surpassed for spacious, elegant, luxurious accommodations and the **DUNES** entertainment is the most daring and exciting on the strip.



Phone Las Vegas
Dudley 2-7700
or

TWX - The DUNES
LV-8637



LAS VEGAS
DUNES
HOTEL AND CASINO

Shipping Management — National Hi-Way Shipper

D. R. Dominie's

LISTEN, MR. TRAFFIC MANAGER

Each year an increasing number of students graduate from colleges with degrees in transportation. Compared to a few years ago this interest in transportation on the college level and the willingness of colleges to offer major courses in transportation is a sign that the profession is rapidly becoming recognized.

Unfortunately, however, for the majority of these students there is a period of frustration once they start working in an actual industrial traffic department. This frustration, we feel, comes about because of a conflict in the theories and principles taught the students and the actual application in an industrial concern.

The mere fact that an individual has graduated from a college with a traffic degree, the fact that he may have passed the American Society of Traffic and Transportation examinations, the fact that he may have been licensed as a practitioner before the Interstate Commerce Commission, may not in any way directly relate to his performance—his effective performance—in an industrial traffic department.

on-the-job training

It is my feeling that a student going into a company for the first time should try to forget completely his training in traffic and concentrate for the first year on gaining knowledge of the operations of his company. He should know, for example, the problems confronting production departments, the raw material requirements for these production departments, the problems confronting a shipping or distribution operation and the sales policy and its relationship to dealers.

With this firmly in mind, the individual should then try to fully analyze his own job and its relation to the company. Then, he should set about to do the best possible on this particular job that he can, approaching it from the realistic angle and forgetting the theories that might ultimately pertain to that particular job. Some day, if he follows this course of action, the rules and regulations and the principles which he



These labels can't come off

They're facsimile labels. You print them directly on cartons. Saves cost of real labels. Faster than brush stenciling. Cuts shipping losses.

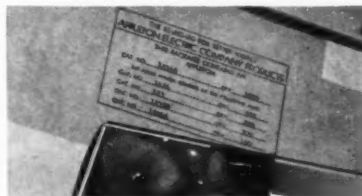
Here's a fast, systematic way for addressing multiple shipments. In one easy motion, you can imprint both a facsimile label and customer's address directly on a carton. 30 to 40 cartons can be addressed in a minute. No labels to type or apply; no ink brushes and stencilboards to wield. Facsimile labels are sharp and clear, yet can be easily blocked out for re-handling by consignee.

All that's needed is a Weber hand-printer and Kustom-Kut stencil. Stencils are die-cut with facsimile of your label. All you do is type the customer's address on the stencil and attach to the printer. Fast, neat, systematic and inexpensive. Write for full details on the Weber Facsimile-Label System.

Good for product identification marking too.

Weber marking systems

Sales and Service in all principal cities.



DEALER SALES AND SERVICE IN ALL PRINCIPAL CITIES

FREE BOOKLET TELLS SAVINGS STORY!

Write today for new booklet—
How to Save Time and Money with
"Assembly Line" Shipment Addressing.



Weber Marking Systems, Inc.
Dept. 23-G
Weber Industrial Park
Mount Prospect, Illinois

Company _____
Individual _____
Position _____
Address _____
City _____ Zone _____ State _____

CHECK NO. 26 ON HELP-O-GRAM CARD

At P-I-E...Where People
Spell the Difference!



Meet Carol Mangelsdorf—P-I-E—St. Louis...

The Girl Who Thinks of YOU!

There's a girl like Carol in every P-I-E office...a girl who thinks of you and your time as she speeds your call to the man best able to answer your questions.

Whether you ship a truckload across the country or a single carton up state—you'll find every P-I-E employee has this same friendly interest and determination to deliver the goods...in good shape...in good time!



PACIFIC INTERMOUNTAIN EXPRESS

TERMINALS & OFFICES IN PRINCIPAL CITIES. GENERAL OFFICES P-I-E BLDG., 14TH & CLAY STREETS, P.O. BOX 958, OAKLAND 4, CALIFORNIA

P-I-E Delivers the Goods...in good shape...in good time!

CHECK NO. 27 ON HELP-O-GRAM CARD

For Dependable
DIRECT SERVICE
CALL **HOOVER**

HOOVER
MOTOR EXPRESS COMPANY, INC.
GENERAL OFFICES
P. O. Box 450 - Nashville, Tenn.

CHECK NO. 28 ON HELP-O-GRAM CARD

for people like you
who do things in
Kansas City

20 stories of comfort in the heart of downtown—convenient to business, shopping and events. 100% air-conditioned. Fine food—About Town Coffee Terrace. Garage Parking—also public garage parking half block.

- 400 rooms—each with tub, shower and radio. Many with television.
- Family Plan Rates.

YOU'LL ALSO ENJOY THE POPULAR **CABANA**

Entertainment Nightly

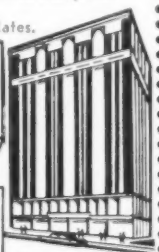
ABOUT TOWN COFFEE TERRACE

Sir Loin ROOM

HOTEL

Teletype
KC-333

12th and BALTIMORE
KANSAS CITY, MISSOURI



Robert L. Phillips,
President
W. S. Morris
Managing Director

Phillips

has learned about traffic can be put to effective use.

I am extremely disturbed by the number of persons joining traffic departments who feel that their promotions should be based on the degrees they hold and the number of traffic clubs they belong to, rather than their actual performance.

In some instances, the knowledge is of no value whatsoever in the particular job which they are on. What is important is their aggressiveness, their ability to organize their work.

Don't misunderstand me. I don't advocate complete disassociation from those things learned. However, I would like to compare traffic to an iceberg. Although an iceberg floating in the water may look huge, it should be remembered only 1/8 of the berg is the part which is visible and exposed. Below the waterline lies 7/8.

Traffic is the 1/8 above the water while the 7/8 beneath is the company's structure and the work within the company which must be done before we can float that. Therefore, I say, let's take our new traffic employees and get them working on the 7/8 below the surface so that when they do see the light they will realize that their work and their theories—while important—are only a small segment of the whole.

Helps

(Continued from page 40)

SPEED SHIPPING ROOM PROCEDURES with these handy label gluers. Check 34.

SIXTY YEARS OF EXPERIENCE in freight forwarding help this company give you the fastest service to both coasts. Cross-country offices. Check 35.

SPEED UP LABEL PASTING more than 50% with this semi-automatic feed label pasteur. FREE literature, check 36.

AUTOMATIC TACKERS end snags and costly tie-ups in the shipping room caused by clumsy label tacking. Check 37.

NEW ARROWFLYTE SCHEDULE. Have your LTL shipments speed-treated. Check 38 for more info.

MIDWEST TO KNOXVILLE, Eastern Tennessee, Virginia and the Carolinas. Second morning delivery. Direct, through service. Check 39.

EFFICIENT, FAST motor freight pickup and delivery account for the leadership of this motor freight carrier. For more details, check 40.

MOTOR CARRIER DICTA

By David Axelrod

charges for past shipments

In a celebrated and most important case, the United States Supreme Court recently held that under Part II of the Interstate Commerce Act a shipper of goods by a certificated motor carrier cannot challenge, in post-shipment litigation, the reasonableness of the carrier's charges which were made in accordance with the tariff governing the shipment. In a five-to-four decision, it was the Court's view that Congress did not intend to give shippers a statutory cause of action for the recovery of allegedly unreasonable past rates, or to enable them to assert "unreasonableness" as a defense in carrier suits to recover applicable tariff rates. It was pointed out that it is one thing for the Commission to make findings as to the reasonableness of past motor carrier rates embodied in tariffs duly filed with it, but another thing for a shipper to claim the right, derived from outside Part II of the Interstate Commerce Act, to put the question of the reasonableness of past rates in issue in judicial proceedings.

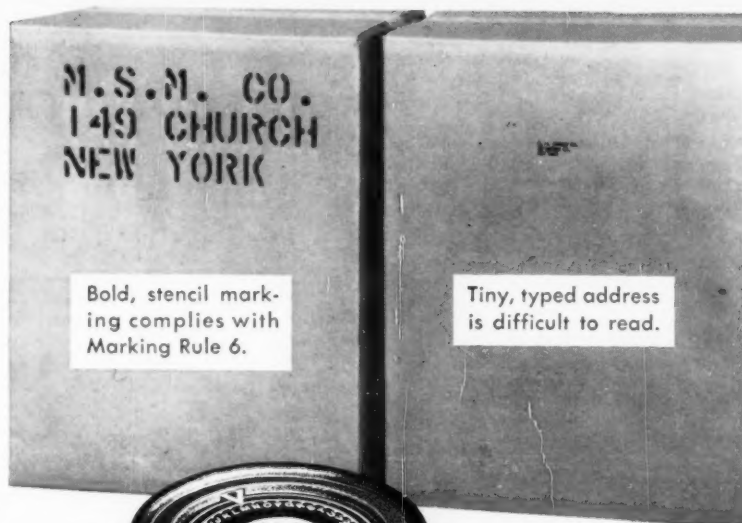


operating authorities

In a six-to-five decision, the Commission recently issued a contract carrier a permit where the carrier proposed to devote all of his service to the one supporting shipper, and where the protesting common carrier might not be able to provide sufficient equipment when needed.

In a second report, on reconsideration, the Commission recently found a need for proposed single-line service, and in this connection, of significance were the supporting shipper's transportation requirements which had to do with proposed drop-off service. However, three of the five dissenting Commissioners felt that the traffic involved was susceptible to satisfactory handling in joint-line service, and that the existing transportation service of the opposing carriers was adequate.

WHICH MARK IS YOURS?



Bold, stencil marking complies with Marking Rule 6.

Tiny, typed address is difficult to read.



FOUR SIZES:
1", 3/4", 1/2", 1/4"

"FREIGHT MUST BE STENCILED or otherwise durably and plainly marked" reads Rule 6, Marking Freight.

Do your shipments pass this test?

PLAINLY MARKED—can you read the address at 10 feet?

DURABLY MARKED—is the address weatherproof and permanent?

Careless marking costs shippers millions of dollars yearly, say railroads and truck lines. Proper marking would save this.

Try the Marsh Stencil Method on your shipments one week free. Write for sample stencil of your name and 24-page booklet on proper marking.

MARSH

MARSH STENCIL MACHINE CO.
BELLEVILLE 34, ILL.

Pin to letterhead and mail for free booklet and sample stencil of your name.

NAME _____

TITLE _____

CHECK NO. 29 ON HELP-O-GRAM CARD



If you regularly address 5 or more cartons per shipment, you can make important savings and avoid costly errors by addressing your multiple shipments with

STEN-C-LABLS*

As a by-product of office procedure

You can prepare STEN-C-LABLS at the same time as your invoice, order, bill of lading or shipping papers—whatever your procedure or equipment—manual or electric typewriters, electric billing or accounting machines, slave machines or various IDP systems.



Imprinting direct to PANL-LABL on carton

Your shipping department makes unlimited impressions with STEN-C-LABL Applicator direct to PANL-LABL printed on carton eliminating expensive, time-consuming gummed labels. All addressing errors, mis-shipments and repetitive writing are avoided.

There's a STEN-C-LABL* to fit every multiple shipping need

... for imprinting on PANL-LABLS, gummed labels or tags ... whatever your requirements.

You might be shocked ...

... to find how antiquated and outdated your present method of addressing multiple shipments actually is. Five minutes of your time in checking your multiple shipping procedures may save you thousands of dollars!

Send for **FREE BROCHURE** giving full details!

STEN-C-LABL, INC.

Dept. SM-7, 1821 University Ave., St. Paul 4, Minn.
Please send me **FREE BROCHURE** on saving with STEN-C-LABLS.

Name _____
Company _____
Address _____
City _____ State _____

*Registered U.S. Pat. Off. The term STEN-C-LABL is the trademark and exclusive property of STEN-C-LABL, Inc. All STEN-C-LABLS are manufactured exclusively by STEN-C-LABL, Inc., St. Paul, Minn. under U.S. Pat. No. 2,771,026. Other patents pending.

CHECK NO. 30 ON HELP-O-GRAM CARD

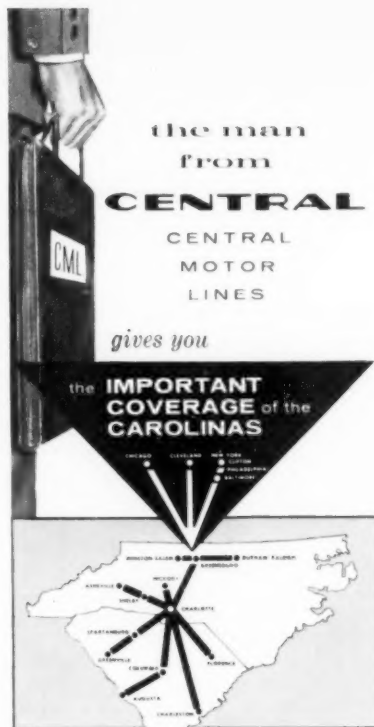
forwarder's burden

Notwithstanding a recent amendment to Section 410(d) of the Interstate Commerce Act, Division 1, in denying an application for a permit as a freight forwarder, pointed out that under the language of the Act, which provides that the Commission shall not deny authority solely on the ground that the proposed service will be in competition with the service performed by any other freight forwarder, an applicant still had the burden of establishing by clear and convincing evidence that a proposed service would be consistent with the public interest and the National Transportation Policy, and that the same burden still exists after the amendment to the statute.

In another proceeding involving a freight forwarder, having to do with the transfer of its operating authority, Division 1 pointed out that the fact that rate publications were not all-inclusive of the points in each state authorized to be served created no presumption that the rights to points not so included were dormant. Also, it was noted that because of the specialized nature of the operations of freight forwarders, the Commission could not justly apply the same standards in its determination of the question of dormancy of their rights as it heretofore has applied in determining a similar question in motor carrier cases. On the other hand, however, the Commission declared that a forwarder may not transfer its rights if there is no evidence as to the handling of post shipments, or of any active solicitation on the part of a transferor, by which it could be concluded that freight forwarder operations had been conducted by it in its authorized states.

authorities construed

In an investigation proceeding, the entire Commission recently laid down several tests covering heavy hauling authority. Established for the first time is the "last result" test, which establishes a presumption, or rule of thumb, which automatically places heavy single-unit items weighing 15,000 pounds or more in the category of items which the heavy hauler is authorized to transport. It is intended to serve as a "last result" test to be utilized when, after applying all the usual tests, the authority of a heavy hauler to transport a single-unit item still remains uncertain.



CENTRAL MOTOR LINES, Inc.
General Offices: Charlotte 1, N.C.

CHECK NO. 31 ON HELP-O-GRAM CARD

FREE

TIME SCHEDULE



40 PAGES OF
DAILY TRUCKING
SCHEDULES TO
35 STATES.



T.I.M.E.
INCORPORATED

General Offices: P. O. Box 1120, Lubbock, Texas

**THE SCHEDULED TRANSCONTINENTAL
MOTOR CARRIER**

CHECK NO. 32 ON HELP-O-GRAM CARD

Shipping Management — National Hi-Way Shipper

... traffic news ...

L. Olson has been upped to the post of Vice President-Operations at the Signal Trucking System . . . Named an Emery Air Freight vice president: **G. A. Connors**, Midwest regional manager of the firm . . . **H. Steiner** has been appointed national accounts rep by Interstate Motor Lines. Mr. Steiner will be assigned to IML's newly expanded foreign freight department.

R. M. Shipp has been appointed a Los Angeles sales rep by the British Overseas Airways Corporation . . . **V. E. Simon** is the National Supply Company's new Southwest District Traffic Manager . . . Appointed chief of Neptune World Wide Moving's newly established military division: **D. E. Morgan**.

J. G. Manio has been named REAL Airlines' U. S. general sales manager . . . **E. J. Pinchon** is the British Overseas Airways Corporation's new district sales manager for Detroit . . . **W. D. Barrington** has been appointed tariff agent by Eagle Airways . . . **R. L. Cohen**, execu-



R. L. Cohen

utive vice president of Navajo Freight Lines, has been appointed Intermountain Regional Vice President by the Western Highway Institute.

Upped to the post of general manager in charge of traffic and sales at Guest Mexico: **C. Aceves** . . . **J. R. McGlothlin** has been named operations manager at the Spector Freight System's Indianapolis terminal . . . **D. W. Long** has been named Pacific Intermountain Express' Fresno branch manager . . . The British Overseas Airways Corporation has appointed **A. J. Orme** as its Pittsburgh district sales manager . . . **S. D. Ver Nooy, Jr.**, has been chosen Vice President-Traffic at Air Express, International.

F. Fahey has been promoted to the post of General Manager in charge of the Spector Freight System's newly-created Special Commodities Division . . . Container Laboratories has named **J. A. Sargeant** as its president.

Brigadier General R. I. Glasgow, U.S.A. (Ret.) has been named Vice President, Atlantic-European Container Operations, by Consolidated Freightways . . . **J. C. Tooker** and **N. O. Gresham** have been boosted to vice presidencies at the White Motor Company . . . **K. D. Rudy** has been named General Expressways' new general sales manager.

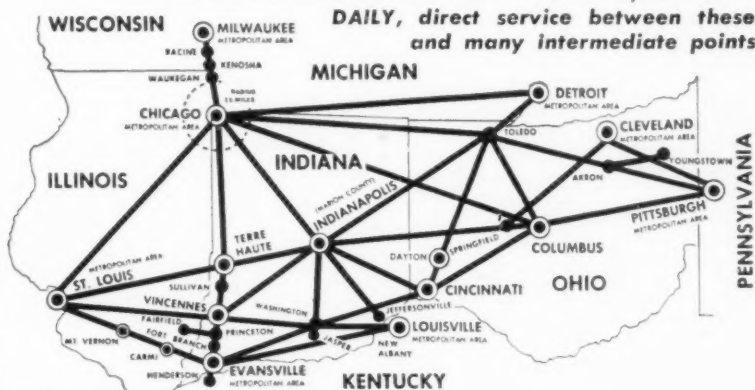
G. A. Spater has been elected an executive vice president of American Airlines. He will serve as the carrier's general counsel . . . **E. D. Pickrel** has joined the sales staff of Interstate Motor Freight's Baltimore terminal . . . **C. D.**

Smith has been appointed director of traffic at the American Home Products Corporation . . . **M. S. Fabian** has been named a factory sales representative for northern Connecticut, western Massachusetts and Vermont by Derby Sealers, Incorporated.

Good luck to a new organization—the Export Packers Association of New York! Formed recently, the group is made up of many of New York City's leading export packers. New officers include: **M. L. Santini**, president; **M. Lehman**, vice president; **R. King**, treasurer; and **S. Shiock**, secretary.

LET ONE PICKUP or DELIVERY DO THE JOB

Connecting line on L.T.L. and T.L. shipments to all States other than those served by Hancock.



STEEL DIV. — ESsex 5-3571

PERISHABLE DIV. — Waterfall 8-2545

LET HANCOCK pickup or deliver daily at a fixed time your shipments to and from all the points shown below

CHICAGO, ILLINOIS
Seeley 3-3737

PITTSBURGH, PENNSYLVANIA
Federal 1-6655

LOUISVILLE, KENTUCKY
Wabash 0511

CLEVELAND, OHIO
Superior 1-6205

COLUMBUS, OHIO
Hickory 4-2128

CINCINNATI, OHIO
Mulberry 3312

ST. LOUIS, MISSOURI
Geneva 6-0171

EVANSVILLE, INDIANA
3-1141

YOUNGSTOWN, OHIO
9-9784

INDIANAPOLIS, INDIANA
Melrose 4-6363

DETROIT, MICHIGAN
Tashmoo 5-2535

TERRE HAUTE, INDIANA
Crawford 9689

MILWAUKEE, WISCONSIN
Evergreen 3-6040

HANCOCK

TRUCKING, INC.

EXECUTIVE OFFICES, EVANSVILLE, INDIANA

CHECK NO. 33 ON HELP-O-GRAM CARD

**For Greater Shipping Room
Savings!**

Glue-Fast

**NOW APPLIES UNGUMMED
LABELS — and the NEW
NCR (no carbon required) LABELS**
★ Faster! ★ More Efficiently!
★ More Economically!



10 DAY FREE TRIAL
No Obligation! Send request
on business letterhead.

GLUE-FAST EQUIPMENT COMPANY, Inc.

9-11 White Street
New York 13, N.Y.

Manufacturers of
label gluers and liquid glues
for every purpose.

CHECK NO. 34 ON HELP-O-GRAM CARD

LIFSCHULTZ ...and be sure!

Our 60th Year of Dependable Freight Forwarding Service at Low Cost!

PROMPT DAILY PICKUP and DELIVERY

LIFSCHULTZ FAST FREIGHT
FASTEST TO BOTH COASTS!

CHECK NO. 35 ON HELP-O-GRAM CARD

CLASSIFIED ADVERTISING

Under this heading classified advertisements are accepted at the uniform rate of 25 cents a word, but no advertisement taken for less than 20 words with a minimum charge of \$5.00.

HELP WANTED

REPRESENTATIVES WANTED—HIGH Commission. No door-to-door canvassing. Training by mail. Write to Fortuna Offices, P.O.B. 49, Vienna 1/8 Austria.

OUTSTANDING OPPORTUNITY! THE Comptometer Corp. is interested in creating a dynamic network of hard-hitting manufacturer's agents; distributors and jobbers for its Compto-Pak cutter and crimper line. These exclusive area franchises will go quickly to qualified representatives currently handling allied type shipping and packing lines, and familiar with high-profit, large-ticket selling. Product is easily saleable, on cost-cutting basis, to any company shipping small to medium units. Write, giving details and experience, to Mr. John Mizialko, Comptometer Corp., 1735 North Paulina St., Chicago 22, Ill. Mention this ad. All replies kept in strictest confidence.

SITUATIONS WANTED

PLANT MANAGER—EXTENSIVE experience, proven ability all phases plant management—Materials Handling, Inventory Control, Maintenance, Sanitation, Safety, Production, Shipping and Receiving, and Technical aspects. Familiar with layouts, cost reductions and labor utilization. Age 37, married, 3 children. Located in East at present. Box 468, SHIPPING MANAGEMENT—NATIONAL HI-WAY SHIPPER, 425 Park Ave. So., New York 16, N.Y. 8-59

HOW AUTOMATED ORDER SHIPMENTS

Automation has revolutionized order-filling at the Los Angeles warehouse of the Brunswick Drug Company, one of the nation's largest independent drug distributors. Result? Distribution costs have declined sharply and order-filling man-hours have been rolled back.

Utilizing punched cards, Brunswick's fully-automatic order-filling equipment takes only a few seconds to fill an order for as many as 160 different commodities, in lots of up to 99 items. Under the drug concern's former procedure, a top-notch stock clerk—filling an order manually—usually required up to 20 minutes to do the same job. Consequently, since the installation of its electronically-controlled apparatus, Brunswick has been able to cut its order picking staff from 20 to 11 members during peak hours and from 14 to six members during "normal" hours.

In a nutshell, here's how Brunswick's order-picking system works. When one of the firm's customers phones in an order, a preliminary invoice is immediately typed up. A clerk then pulls a punched card listing the customer's name and address, attaches a delivery routing tag to the invoice and forwards invoice, tag and punched card to another department.

Here, punched cards for every item stocked in the warehouse are on file. A card is yanked for each product in the customer's order. Combined with the invoice, routing tag, and name and address card, these cards are then moved to another section, where the items in the order, their code numbers and their prices are noted electronically on a final printed invoice.

At the same time, a high-speed card sorting machine separates punched cards covering order items which must be picked by hand from cards for items which may be picked automatically.

A conveyor next transfers the final invoice and the two sets of punched cards to the "nerve center" of the order filling installation. One group of cards is automatically fed to the device's computer section. The other is processed by hand.

After checking for card errors, the computing unit chooses one of five "collector" conveyors for the order. It signals this information—along with the order's code number—to a control panel, thus activating the merchandise bay machinery and getting the actual order-filling operation underway.

Contained in each of the 18 40-foot-long bays comprising Brunswick's order-filling installation is a day's supply of products. These are all stocked in chutes, set up at a 25% angle. At the bottom of each chute

Shipping Management — National Hi-Way Shipper

FILLING EXPEDITES AT BRUNSWIG DRUG

is an electronic dispenser designed to release the correct number of individual items going into an order and to keep an accurate check on what is going out.

Items come down the chutes; are assembled, packaged and marked for shipment; and are on their way to the customer in only a fraction of the time it used to take under man-handling conditions.

All told, thanks to its new equipment, Brunswick is now able to process and ship up to 2,000 orders a day. What's more, it can accept orders for same-day-delivery up to noon, whereas, in the past, 10 AM was the deadline for same-day consignments—a tribute to the effectiveness of its up-to-the-minute, fully automatic order-filling equipment and the taut order-picking procedures Brunswick has evolved.

prepaid highway shipments could save shippers \$62 million a year

● Prepaid small motor freight consignments could save the American shipper a whopping \$62.5 million a year! So says Richard L. Schmalle, Consolidated Freightways' director of office methods research.


"Through the use of a personalized punch-card script for the prepayment of shipments weighing less than 200 pounds," Mr. Schmalle reports, "transportation paperwork would be slashed to such an extent that the nation's shippers would realize a saving of up to \$62.5 million in shipping charges.

"Shippers would purchase the punch card script from their banks, on a 14 day credit arrangement. Cards of various denominations would prepay every shipment, with the bank serving as the clearing house, making payment to the truck line carrying the consignment and billing the shipper every two weeks on a summarized statement. To facilitate the computation of each charge, shippers would be furnished with a weight-distance chart."


Declares Mr. Schmalle: "There are roughly 250,000,000 shipments moving via motor freight per year. Well over half of these are in the 1-199 pound classification.

"A potential saving of 50 cents on each of 125 million shipments would mean an overall saving of \$62.5 million a year to the economy of the nation. And there is no valid reason to stop the plan at 199 pounds. It could well go to 1000 pounds, which would catch 90% of the traffic moving over the highways of the nation. Result? A saving of \$112 million annually."

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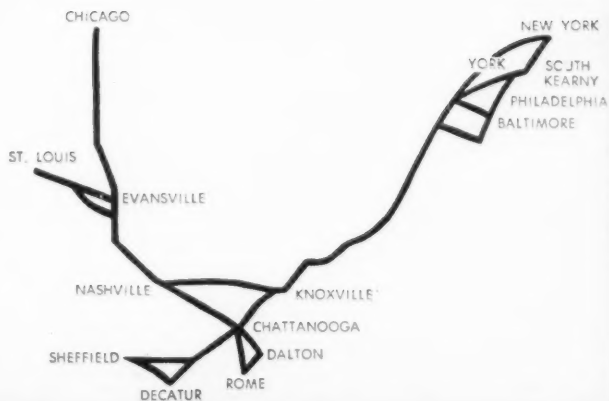
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